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Automotive News

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IMPORT STALL

Days' supply is highest in 4 years

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

The days' supply of imported cars on Nov. 1 was the highest in almost four years.

A decline in October's sales rate brought the Nov. 1 inventory to a 42-day supply, the highest since the 54-day stockpile on Jan. 1, 1983.

On Oct. 1, the supply was 36 days, and on Nov. 1, 1985, it was 28 days.

Although many of the popular imported makes remain in short supply, the number of unsold cars has risen as importers have built up stocks for the new model year.

October sales dipped a bit from September's, and there were two more selling days in October than in September, which further cut the daily selling rate. Figures on days' supply are based on the selling rate for the most recent month.

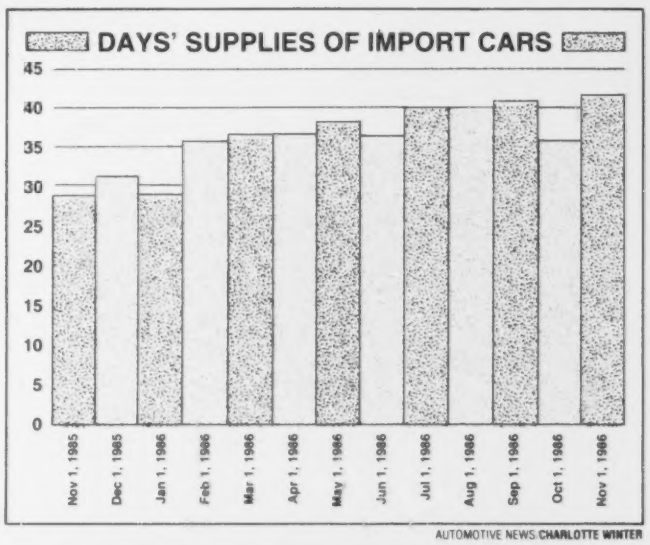
November opened with an inventory of 425,608 imported cars, according to Automotive News estimates. On Oct. 1, the total was 391,724, and on Nov. 1, 1985, it was 276,006.

The number of new imported trucks on hand rose to 186,825 on Nov. 1, compared with 156,731 on Oct. 1 and 97,597 on Nov. 1, 1985.

Truck inventories represented a 69-day supply on Nov. 1, up from 46 a month earlier and 39 a year earlier.

The combined car and truck stockpile on Nov. 1 totaled 612,433

see SUPPLY, page 61



AUTOMOTIVE NEWS CHARLOTTE WINTER

Falling profits in U.S. force Toyota cutbacks

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

TOYOTA CITY, Japan — Toyota Motor Corp. is mounting an intensive cost-cutting drive as it combats yen-dollar exchange rates that have slashed company-wide profitability by two-thirds.

President Shoichiro Toyoda says TMC's Torrance, Calif.-based subsidiary, Toyota Motor Sales U.S.A., is still operating profitably.

But the roughly 50 percent appreciation of the yen against the dollar in the past year has reduced U.S. profits so much that the parent company's profit level projected over the fiscal year ending June 30, 1987, is two-thirds lower than previous-year earnings, said Tsutomu Ohshima, executive vice president-external affairs.

Toyota set up a new standing committee Oct. 13 under Vice Chairman Gentaro Tsuji to coordinate economy efforts and implement the measures after review by the board of directors.

Several are conventional short-term cost-savings tactics like reducing overtime and new hiring, and trimming 1987 capital spending. Most of these conventional

see TOYOTA, page 62

GM and Ford plan production cuts in fourth quarter

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors has scaled back its fourth-quarter production schedule by about 8 percent from its September forecast, apparently in an effort to avoid costly financing incentives.

Ford Motor also has trimmed its schedule by about 8 percent from its September estimate, but the company said it was due to component shortages. Chrysler Motors and American Motors have not changed their fourth-quarter projections.

The four companies combined will produce 120,124 fewer cars in the fourth quarter than they had planned in September. The companies now plan to build 1,783,356 cars in the fourth quarter. The schedules they made in September called for 1,903,480 cars to be built in the fourth quarter. The revised schedule means the four companies will produce 4 percent fewer cars in the fourth quarter of 1986 than they did in the fourth quarter of 1985.

General Motors is leading the pack in production cutbacks. It has pared its fourth-quarter production schedules by 8 percent. GM will produce 1,045,056 cars in the fourth quarter. Its September schedule called for 1,129,880 cars to be built.

GM's present plans mean it will build 11 percent fewer cars in the fourth quarter of this year than in the fourth quarter of 1985. GM built 1,167,931 cars in the year-ago fourth quarter.

GM apparently is holding to the promise it made at the start of the model year that it will cut back production before it offers costly incentives on 1987 models.

GM was forced into a 2.9 percent financing program to get rid of the 1 million 1986 vehicles in its inventory before the start of the new model year. The costly program, which ran from Aug. 28 to Oct. 8, contributed to GM reporting a $338 million operating loss in the third quarter.

Because of slow sales, GM has cut the hourly production rate of the Buick LeSabre from 75 units

see PRODUCTION, page 64

Auto chiefs see reduced sales in '87

By Al Fleming
AUTOMOTIVE NEWS STAFF REPORTER

New-car and truck sales in the United States next year will be 700,000 to one million units less than in 1986, according to chief executives of the nation's three leading a. o companies.

Nearly all of the decline will be in the car market.

Roger B. Smith, General Motors chairman, pegs industry sales in 1987 at 15.3 million units, comprised of 10.6 million cars and 4.7 million trucks.

The 1987 predictions of Ford Motor Co. Chairman Donald E. Petersen and Chrysler Motors Chairman Gerald Greenwald are identical: 15.0 million units, including 10.5 million cars and 4.5 million trucks.

Sales in calendar year 1986 are expected to approximate 16 million units, including nearly 11.5 million cars and more than 4.5 million trucks.

The executives voiced their opinions in this week's Talk From the Top Extra, Automotive News' one-on-one interviews with five of the world's leading auto company officials. Others interviewed were Jacques Calvet, chairman, Peugeot SA, France; and Tadashi Kume, president, Honda Motor Co., Japan.

Noting that "with 2.9 percent car financing, 1986 turned out to hit all kinds of records," Smith said he is reasonably confident 1987 will be a strong year.

But GM's chairman added: "Maybe we'll see a little drop-off in trucks and more in cars."

see FORECAST, page 24

Offshore investment in Canada seen as possible mixed blessing

By Jim Kenzie
STAFF CORRESPONDENT

TORONTO - When the first Accord was assembled Nov. 4 in Honda's new plant in Alliston, Ontario, it ushered in a new era in Canadian car production.

Alliston is not the first Canadian plant to build Japanese cars. Toyota assembled Corollas in Nova Scotia during the late 1960s and early 1970s.

News Analysis

But Alliston is the start of a new wave of offshore investment that by the early 1990s will increase Canadian car-making capacity by more than 400,000 cars — roughly a 30 percent increase.

All of that added capacity will be owned or managed by companies with operations bases outside North America. The scorecard looks like this:

- Honda, 80,000 Accords and Civics at Alliston, Ontario.
- Toyota, 50,000 Corollas at Cambridge, Ontario.
- Suzuki-General Motors joint venture, 200,000 subcompact sedans and sports-utility vehicles at Ingersoll, Ontario.
- Hyundai, 100,000 upscale, front-wheel drive sedans at Bromont, Quebec.
- Under discussion is a joint venture between Daihatsu of Japan and Bombardier, a Canadian manufacturer of snowmobiles, to assemble microcars, probably in the Montreal area.

There are also several components plants, either in place or in the planning stages.

But in no one's wildest dreams will the Canadian car market grow by a corresponding amount in the intervening years. Where, then, will all the extra cars go?

That is the question raised by Moe Closs, president of Chrysler Canada Ltd. "Some of these offshore producers may think they will be able to ship some of this

see CANADA, page 63

Honda's Tadashi Kume and Hiroshi Hayano, in white coats, join Canadian officials in the ribbon cutting ceremony at Honda's new plant in Ontario

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ins to ship U.S. in '88 Page 2
Ford benefit plan to cut salaried workers Page 3
Sales rise 5% in early November Pages 61

Audi seeks to boost image with ad blitz

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

TROY, Mich. — Audi of America has launched its most aggressive and expensive model-year advertising campaign amid widespread publicity over its cars' problems with unexpected acceleration.

Bruce Butzier, Audi of America advertising manager, said the current advertising blitz is not designed to address the acceleration problem but to position Audi as one of the "Big Three" German luxury automakers, along with Mercedes-Benz and BMW.

The campaign, called "You're ready for an Audi," names Audi as an alternative to BMW and Mercedes-Benz. Ads will compare pricing and handling.

Audi has increased its advertising budget 25 percent for the 1987 model year, and has placed a heavy emphasis on print. Television advertising will be heavy during the launch period; Audi's fourth-quarter ad spending will increase 60 percent this year.

Though company spokesmen refused to give ad budget numbers, Advertising Age estimates that Audi spent $35-40 million in the 1985 calendar year. Audi spokesmen said its budget will rise $8-10 million in the 1986 calendar year.

Audi's advertising campaign is part of a new marketing strategy designed to boost its image amid reports that some Audi 5000 models equipped with automatic transmissions accelerate unexpectedly.

Audi recalled 200,000 Audi 5000-S units equipped with automatic transmissions in July to install a shift-locking device. Audi said it has been unable to find any mechanical cause for the unexpected-acceleration problem and that most of the incidents are due to driver error. NHTSA is investigating the problem in Audis and other makes. The New York attorney general's office has asked Audi to stop selling 5000s with automatics in the state (Automotive News, Nov. 10).

Increased competition and publicity surrounding the problem are affecting sales. An Audi executive predicted in mid-July that 1986 sales will drop to the mid-60,000 range from 74,061 in 1985.

An ad designed to position Audi as one of the "Big Three" luxury German automakers

To demonstrate Audi's performance, DDB Needham, Audi's advertising agency, has created several television and print advertisements which show the Audi 5000 operating in adverse conditions such as snow, rain and on dirt roads.

In one television spot, the Audi 5000 Turbo Quattro moves quickly in the left lane of the German autobahn during a rainstorm while BMW and Mercedes-Benz models pull aside to slow down. The ad closes, "If it rains where you live, you're ready for an Audi."

In another spot, the Audi 5000 Turbo Quattro climbs a snow-covered ski jump with a 37-degree incline. The ad ends with, "If you're wondering what it can do on a dry highway, you're ready for an Audi."

Audi's dealer advertising spots follow the "You're ready for an Audi" tagline with "and your Audi dealer is ready for you."

Butzier said the Audi 5000 will be used in all national advertising this model year, until the new 4000 series (code named the B-3) is introduced in fall 1987.

Dodge exec to head Audi

Damoose

TROY, Mich. — Volkswagen of America last week named John B. Damoose, former general marketing director for Chrysler Motors' Dodge Division, to the top spot at Audi of America.

Effective today, Damoose replaces Peter Fischer as vice president in charge of the troubled Audi division.

Fisher has been offered a position with responsibility for group advertising, sales promotion and training at Volkswagen AG's world headquarters in Wolfsburg, West Germany.

Fisher has not yet accepted the offer.

"Things happened so fast he hasn't had a chance," said a VWoA spokesman.

Damoose joined Chrysler in 1982 as national merchandising manager for Dodge. In 1984, he was named the division's general marketing manager.

Prior to coming to Chrysler, Damoose put in 10 years at Ford Motor Co., where he held several sales and marketing positions with Lincoln-Mercury Division from 1973 to 1981. In 1981, he was promoted to marketing strategy manager for North American Automotive Operations.

At Audi, Damoose will report to Noel Phillips, president and chief executive of VWoA.

No other executive changes will be made in connection with the Damoose appointment, a VWoA spokesman said.

A Chrysler Motors spokesman said it is not known when a new marketing director for Dodge cars will be named.

"I've heard he's a fast tracker, a high riser," a VWoA spokesman said of Damoose. "We're very impressed with the guy. We're extremely optimistic about the job he'll do."

Damoose will be charged with reversing a year-long sales slide at Audi. Audi sales peaked in 1984 and 1985, when the division's U.S. retail deliveries topped 70,000. But sales have fallen nearly 15 percent in 1986; meanwhile, competing makes have enjoyed increases.

Audi's image has been tarnished greatly in recent months, mainly due to reports of unexpected acceleration from drivers of the division's flagship model, the 5000-S.

Some of the blame for Audi's troubles landed on the shoulders of Fischer, who was chiefly responsible for the division's marketing and public image.

Fisher agreed to be reassigned last month, following discussions between Phillips and Audi AG Chairman Wolfgang Habbel.

At the time, Habbel was in the United States for a series of meetings with dealers to reaffirm Audi's intention to continue its U.S. presence.

Ford benefit program has goal of 25% cut in salaried workforce

By Dave Zoia
AUTOMOTIVE NEWS STAFF REPORTER

Ford Motor Co. will offer some North American white-collar staffers up to two years severance pay, extended medical benefits and job search assistance if they volunteer to quit or retire early.

Ford adopted its "golden handshake" plan last month to help make significant cuts in the size of its salaried staff.

The company's goal is to eliminate 25 percent of the more than 50,000 white-collar jobs throughout its North American Automotive Operations by 1989-90. The company already has slashed its salaried head count by about 25 percent during 1980-85, chiefly through normal attrition and layoffs.

This latest round of staff reductions also will be accomplished in part through routine attrition. But Ford is counting on its new voluntary termination program to trim employee rolls further, while avoiding morale-draining layoffs.

"When you have layoffs, there are a number of negative connotations," said W.J. Fish, Ford's manager of management development and personnel recruiting. "First, it's an involuntary thing. It creates an atmosphere of low morale — even among those not affected.

"Then there's a recall obligation and that's not good either," Fish said. "Finally, it is essentially based on seniority. You have to let people go that you've just hired.

"And those are the people that represent the next generation of management 10 to 15 years out."

Ford adopted the voluntary program last month after a successful pilot run in a handful of departments during the past year. About 100 employees opted for voluntary termination during the trial run.

"The pilot program was very well-received," Fish said.

Potentially, the Ford plan is available to all white-collar workers, regardless of age or length of service. But the voluntary termination must be agreeable to both employee and management.

"We simply have to have the ongoing body of salaried employees contain the right mix of ages," Donald E. Petersen, Ford chairman, said in a recent interview. "There's a need to eliminate a lot of positions at the middle levels," he added. "It won't be helpful if we go some route that eliminates all the young people who have fresh skills and keep all the people who aren't showing potential to grow and progress."

According to an internal Ford memo, white-collar workers who terminate under the plan are eligible for the following benefits:

- Between one month's and two years' pay as severance, depending on length of service.
- Continuation of medical and life insurance coverage from one month to one year, also depending on length of service.
- Special early retirement for those who qualify.
- Re-employment assistance.

The chief restriction is that a job position must be eliminated for the terminating employee to qualify for full benefits. However, a worker who quits or retires early from a position that will have to be refilled may only qualify for reduced benefits.

Although Ford plans to trim its white-collar staff throughout its organization, some departments may not offer the program at all.

"Each operation has to do its own manpower planning," Fish explained. "There may be some that never will offer the voluntary termination plan because attrition will take care of the surplus."

Fish stressed the program's voluntary nature. But there could be a few instances where employees with little potential for advancement may be advised to consider the termination plan, he said.

In some cases, employees judged too valuable will not be permitted to quit or retire under the program.

"The voluntary termination plan is a management-driven plan and management reserves the right of refusal," Fish said.

Ford is expected to begin phasing in the program within the next month or two, as each department determines the number of positions it will need to eliminate during the next four years.

Each department is expected to offer the plan only once annually. Ford white-collar workers currently on layoff will not be eligible.

Fish said he wasn't sure what the program would cost Ford.

"I don't know what the final cost will be, because we don't know how many people will participate," he said.

Fish said the Ford program was different from plans offered by other companies, chiefly because it gives department heads four years to map out personnel strategies.

INDEX

Auction reports	50
Classifieds	51-59
Coming events	44
Dealing with dealers	30
News briefs	8
Opinion	10
Personnel	36
Production	67
Registrations, truck	16
Sales, car	61
Service management	20
Truck industry	16

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U.S. model count declines to 289 for 1987

Big 3 trim lineups; industry down 32

By John K. Teahen Jr.
AUTOMOTIVE NEWS STAFF REPORTER

For the 1987 model year, the Big Three have chopped 45 models out of their passenger-car lineups.

Elsewhere, there was an aggregate gain of 13 by American Motors and the four foreign firms that assemble cars in this country.

The annual Automotive News compilation found 289 domestic models on the market for the new season, a decline of 32 from the 321 offered in the 1986 model year.

The 1987 lineup is not yet complete. Still to come are Chevrolet's Corsica and Beretta and its Camaro convertible; the Dodge Daytona, the Chrysler LeBaron J coupe and convertible and the Oldsmobile 98 Touring Sedan and Toronado Trofeo. There may be more as the campaign moves along.

But for the present, the Big Three have done a creditable job of trimming model totals that ever the manufacturers admit have become unwieldly.

Chrysler Motors made the deepest slashes as it cut its model choices to 34 from 54 a year ago. Ford dumped 11 selections, dropping to 69 from 80. General Motors, which has made the most noise about shaving its model total, was right in the middle with a reduction of 14. GM lists 145 for 1987.

AMC has two more models than it had last year. Volkswagen added a Jetta sedan at its U.S. plant, and Honda now makes a Civic sedan in Ohio. Nissan expanded its lineup of Tennessee-built Sentras, and Toyota has its first U.S.-made car. It is a Corolla from New United Motor Manufacturing Inc., the GM-Toyota joint venture company.

There are new nameplates for 1987, and a number of familiar labels have disappeared. Plymouth Sundance and Dodge Shadow have entered the market, and Cadillac Allante has ben previewed and ballyhooed, although it's not yet on sale. Jetta, Civic and Corolla are new as U.S.-built cars.

Renault Encore bowed out for 1987; all Renaults made in this country now carry the Alliance tag.

Chrysler Laser has departed and so has the Chrysler limousine. Mercury scuttled the sporty Capri line, and the Ford LTD and the Mer-

see MODELS, page 29

Mack chief calls GM a casualty

Curcio details his company's plan for '90s

By John A. Russell
AUTOMOTIVE NEWS STAFF REPORTER

ALLENTOWN, Pa. — John B. Curcio, chairman of Mack Trucks, views General Motors as the first casualty in the highly competitive heavy-duty truck market. He also regards the GM-Volvo venture as a "non-event."

Speaking at a dinner marking delivery of the one-millionth Mack truck, Curcio said the GM-Volvo deal will allow GM to get "out of the heavy-duty truck business" in a "convenient way to minimize (dealer) lawsuits."

"They're giving the outlets a choice," he said. "It's a convenient way to give the better GM dealers a product to sell after they discontinue their heavy trucks."

He reiterated the belief that another maker of heavy trucks would follow suit and effectively get out of the business, given the market's size and number of players.

Meanwhile, Mack is continuing to position itself for the the 1990s.

It is finishing the second year of a five-year, $400 million capital investment program. That money is being spent on new product and increased productivity efforts through new manufacturing technology and upgraded information systems.

Mack is investing in CAD/CAM systems and information systems and parts distribution and customer ordering for parts — "the whole information system of the company," Curcio said.

It also has been closing some plants, relocating the operations of others to a new facility and outsourcing components.

The company also has several new developments, including a new engine and an extended warranty program for its product line (see related story).

Curcio said the cornerstone of Mack's restructuring is the new assembly plant it is building in Winnsboro, S.C. The $80 million, 537,000-square-foot facility is scheduled to be completed in late 1987 and will have a daily capacity of 70 trucks.

When the Winnsboro plant is completed, Mack's Allentown 5C assembly plant will be closed. In 1985, Mack closed two Allentown machining and fabricating plants as part of its outsourcing program.

Meanwhile, Mack plans to outsource more components.

Components it previously made at its two closed Allentown parts facilities have gone to Dana and Sheller-Globe.

Curcio said both companies have agreed to locate facilities near Winnsboro in order to implement a "just-in-time" manufacturing operation.

He also said that at least three other companies have agreed to locate facilities near Winnsboro, but he did not identify them.

Mack has sought to find domestic suppliers who can meet its "just-in-time" requirements, rather than going overseas for components. He said Mack always would be a Pennsylvania company.

The company also has been reducing personnel to boost its profitability. It reduced its non-union labor force from 6,000 in 1979 to 3,500 currently.

Curcio said 700 employees accepted early retirement this year. The company's goal is to reduce its workforce by another 10 percent.

Because of that reduction as well as others resulting from plant closures, the company realized a $20 million pretax savings, he said.

Mack is looking for industry Class 8 sales to be about 110,000 to 115,000 in calendar 1986, down from 133,581 in 1985, and to increase slightly next year.

Mack had a consolidated net loss of $44.8 million for the third quarter of 1986, compared with a net loss of $64.6 million for the corresponding 1985 period.

The most recent quarter's net loss included a $33.7 million pretax provision for the company's special early retirement program for non-bargaining employees.

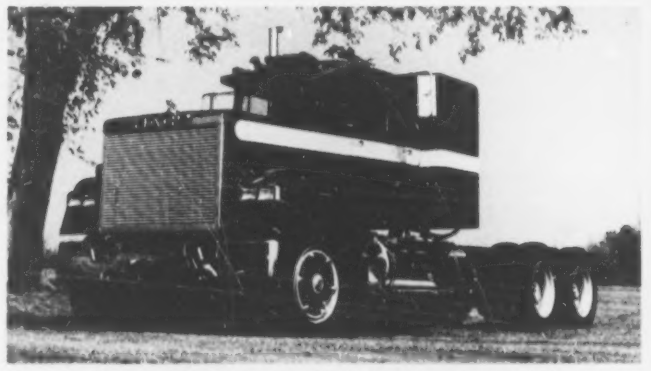
The third-quarter loss included a $70 million pretax provision for the restructuring of the company's vehicle assembly and manufacturing operations.

Net sales in the third quarter totaled $356.2 million, a decline of 17 percent from $428.0 million in 1985.

For the first nine months of 1986, Mack's net loss after extraordinary income totaled $42.0 million, compared with $56.2 million in the 1985 period.

Extraordinary income amounted to $3.4 million and $0.3 million, respectively, for the 1986 and 1985 periods.

Consolidated net sales for the nine months of 1986 were $1.2 billion, down 21 percent from the 1985 period.



The one millionth vehicle produced by Mack since its founding in 1900

SEPTEMBER TRUCK REGISTRATIONS

		6000 & LESS GVW GRP 1	6,001-10,000 GVW GRP 2	10,001-14,000 GVW GRP 3	14,001-16,000 GVW GRP 4	16,001-19,500 GVW GRP 5	19,501-26,000 GVW GRP 6	26,001-33,000 GVW GRP 7	33,001- & OVER GVW GRP 8	TOTAL 1986	TOTAL 1985
DODGE	MO	27,054	15,113							42,167	36,224
	YR	220,328	114,347							334,675	366,630
*DAKOTA, RAIDER, CARAVAN, RAM VAN/CHARGER/50/WGN	MO	22,398	7,295							29,693	24,191
	YR	186,647	70,899							257,546	259,622
PLYMOUTH VOYAGER	MO	7,217								7,217	6,997
	YR	80,865								80,865	76,308
TOTAL CHRYSLER CORP.	MO	34,271	15,113							49,384	45,281
	YR	301,193	114,347							415,540	465,057
FORD	MO	85,175	49,344	2			909	2,122	847	138,399	97,704
	YR	620,879	362,625	2			8,044	22,888	8,248	1,022,686	924,085
*VAN, BRONCO, RANGER & AEROSTAR	MO	58,575	12,116							70,691	44,339
	YR	462,716	111,755							574,471	450,230
FREIGHTLINER	MO								1,953	1,953	1,914
	YR								12,514	12,514	13,856
MERCEDES-BENZ	MO						130	97		227	400
	YR						1,458	1,083		2,541	3,340
TOTAL DAIMLER-BENZ CORP.	MO						130	97	1,953	2,180	2,314
	YR						1,458	1,083	12,514	15,055	17,206
CHEVROLET	MO	79,370	52,132	2,469	32	15	808	679	26	135,531	106,219
	YR	558,851	371,421	21,149	286	214	5,417	7,866	367	965,561	932,229
*VAN, EL CAMINO, S10 BLAZER & ASTRO	MO	56,551	19,948							76,499	56,849
	YR	429,519	137,206							566,725	518,427
GMC	MO	17,410	14,880	226	26	244	880	1,047	905	35,078	30,605
	YR	126,711	103,453	2,090	177	3,003	4,601	14,672	5,568	260,265	259,110
*VAN, JIMMY, S15, CABALLERO & SAFARI	MO	12,039	5,068							17,107	13,409
	YR	94,039	34,129							128,168	119,022
TOTAL GM CORP.	MO	96,780	86,992	2,695	58	259	1,468	1,726	631	170,609	136,824
	YR	665,562	474,874	23,239	463	3,217	10,018	22,538	5,915	1,225,826	1,191,339
INTERNATIONAL	MO						2,471	1,876	2,587	6,934	6,127
	YR						15,279	15,775	19,057	50,111	53,258
JEEP TRUCK	MO	17,859	1,270							19,129	13,005
	YR	124,864	11,735							136,599	119,940
*WRANGLER/CJ's, CHEROKEE, WAGONEER & SCRAMBLER	MO	14,318	1,168							15,486	12,345
	YR	102,336	10,599							112,935	118,018
MACK	MO						220	184	1,252	1,656	1,940
	YR						1,746	1,733	12,709	16,188	22,602
KENWORTH	MO								920	920	1,566
	YR								7,837	7,837	8,442
PETERBILT	MO								844	844	1,157
	YR								7,358	7,358	9,214
TOTAL PACCAR CORP.	MO								1,764	1,764	2,725
	YR								15,195	15,195	17,656
AUTOCAR	MO								116	116	109
	YR								1,306	1,306	1,302
VOLVO	MO							330	105	435	229
	YR							937	797	1,734	1,768
WHITE	MO								741	741	771
	YR								5,413	5,413	6,407
TOTAL VOLVO WHITE CORP.	MO							330	962	1,292	1,109
	YR							937	7,516	8,453	9,477
WESTERN STAR	MO								38	38	78
	YR								704	704	869
MISCELLANEOUS DOMESTIC	MO		276					4	198	478	552
	YR		2,486					81	1,637	4,207	4,421
OTHER IMPORTS	MO	90,168	557	421	60	25	31	81	8	91,348	82,183
	YR	693,146	7,449	4,298	573	233	235	572	38	706,544	657,312
GRAND TOTAL	MO	324,250	133,552	3,118	118	284	5,229	6,420	10,240	483,211	399,822
	YR	2,425,844	973,518	27,539	1,036	3,450	36,780	65,607	83,534	3,617,108	3,463,801
1985 YR. TO DATE		2,248,136	999,221	28,159	674	5,054	42,389	57,883	102,505		

INCLUDES MULTIPURPOSE VEHICLES. Compiled from official State Records by R.L. Polk & Co. Manufacturers' sales records are used in compiling Oklahoma for 1985 and 1986. Registrations for Massachusetts are temporarily delayed.

Mack offers new diesels, longer warranty coverage

ALLENTOWN, Pa. — Mack Trucks has a new diesel engine series for its heavy-duty trucks and new extended warranties that increase its three-year/300,000-mile coverage to five years or 500,000 miles in some cases.

The new engines, offered under the Maxidyne name, are called Maxidyne Plus.

They are six-cylinder powerplants, available in 250-, 275- and 300-horsepower versions.

The engines, available on new Class 8 trucks, are designed to control torsional vibrations, considered the primary challenge to reducing governed rpm in high-torque-rise engines.

Having solved that problem, Mack is able to offer five- and six-speed overdrive transmissions with the powerplants.

The extended warranty plans will be available Jan. 1.

The plans are being marketed under the "Bulldog Protection Plan" in five packages.

The first package extends Mack's present warranty to five years or 500,000 miles.

A second plan provides coverage of five years or 500,000 miles on parts only.

A third plan extends the present warranty to five years or 300,000 miles and is desgined for customers who do not accumulate mileage at typical rates.

A fourth plan extends the present two year Mid-Liner powertrain warranty on medium-duty highway vehicles to five years or 300,000 miles.

The last plan offers contract maintenance coverage on as much or as little of the vehicle as the customer desires.

SERVICE MANAGEMENT

Electronics gain importance in servicing heavy trucks

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

Automobile technicians have had to learn to repair electronic components during the last several years, and diesel and truck technicians will have to acquire the same skills in the near future.

The heavy-truck industry has lagged behind the auto industry in the introduction of electronic engine and vehicle controls. However, new emission regulations and advances in technology are encouraging manufacturers of trucks and diesel engines to incorporate electronics in their products.

For the 1987 model year, Detroit Diesel Allison introduced an electronic engine control system for its Silver 92 Series engines. The Detroit Diesel Electronic Control system has engine diagnostic capabilities that allow a mechanic to plug in a hand-held malfunction reader. Such devices are now common for automobiles.

Freightliner recently introduced an electronic engine shutdown option for its FL-112 Class 8 conventional tractor. The company said the microprocessor-based unit is the first step in its move to introduce electronic control devices.

The use of electronics in lighter commercial vehicles also will increase in the near future, particularly as electronic fuel injection becomes available on gas-powered models.

Caterpillar Tractor Co. plans to introduce a programmable electronic engine control system on its 3406B over-the-road, heavy-duty diesel engine next April.

The programmable system will allow a technician to change such variables as the vehicle's top speed and its cruise-control limit as well as the engine power rating. It will also include a data link that can be attached to trip recording devices, instrument-panel systems and other devices which can take advantage of the control system data.

Caterpillar plans to train its dealer training instructors, dealer technical communicators and truck shop foremen. The instructors

A Detroit Diesel technician uses diagnostic gear

train truck-dealer mechanics, and the communicators are the technical liaison between Caterpillar and its dealers.

Next March or April, the company will conduct 31 field schools to train the instructors, communicators and foremen of its 85 dealers.

Before the Caterpillar personnel attend the schools, they must take an aptitude test and must be trained in basic electrical troubleshooting. The basic training materials are available in the Caterpillar training system, but no formal classes are scheduled.

Frank Kelton, supervisor of the service training area for Caterpillar Engine Division said, "The experience in the auto industry is that not just anybody is equipped to work on electronic systems. With the aptitude test, we will try to manage the selection of electronic engine control technicians."

George D. Aravosis, vice president of marketing, sales, planning for Navistar International Corp.'s Engine and Foundry Division, said, "Electronics will allow technicians to plug in diagnostic equipment and repair an engine in cookbook fashion. . . . Any new product needs some training. But, how much training do you need to hook two connectors together and get a reading on a scope?"

Aravosis also predicted that electronics will "intimidate" some technicians. But he compared the inevitable introduction of electronics to the introduction of diesel engines.

"When we introduced diesels to the marketplace years ago," he said "the concern was, 'My mechanic is a gasoline engine mechanic. How do I get him to work on diesels?' But what is peculiar to a diesel? Injection nozzles and an injection pump. Most of the engine is the same."

Because trucks often are sold in quantity to fleets, the fleets often have their own maintenance facilities.

Ryder Truck Rental, with some 120,000 trucks in its fleet, decided it couldn't wait for the truck manufacturers and suppliers to design training programs for truck electronics.

Lynn Gorman, vice president of maintenance, said, "We were quite concerned with the cultural shock the technology would produce and the skills that would be needed to cope with the new technology."

Electronics, he noted, have arrived on 1987-model gasoline trucks and will soon arrive on big diesel vehicles. Gorman said the electronic engine management systems on diesel engines open up a whole world of possibilities for electronic controls throughout the truck.

Electronic instrument panels, driver monitoring and control functions, and tie-ins with transmission controls are just some of the likely outgrowths of engine management controls. Also, electronic chassis controls, including anti-lock brakes, are likely to be seen on trucks soon.

Gorman said, "We have been blazing a trail. Two years ago, I went to my peers, the operating officers, and said, 'I want $1.5 million over the next two years to invest in training on the new systems.' "

The officers complied and, in fact, the figure has since risen to $2 million.

Ryder wanted to train 1,900 of its mechanics, about two per branch.

Gorman said, "We wanted to train bumper-to-bumper electronic technicians."

He added, "The reason we started training early is that we had so many people to train. We are not saying those behind us won't get there. At 2,000 trucks in your fleet, you don't need the leadtime. But we realized Ryder couldn't train 1,900 technicians overnight when the technology becomes available."

As for the technicians who are selected for the training, Gorman said, "We don't select those who are resistant to change. We don't select guys who are good with a blowtorch and hammer. They have to be curious people, and they also have to pass a pre-test."

Ryder first hired two outside trainers to develop an electronic training program. The company found them inadequate. Then, Ryder took two trainers from its staff and gave them a three-month sabbatical to visit suppliers of truck electronics.

The trainers developed a three-part program. In the first part, technicians learn electronic basics in a one-week course at the company's facilities in Atlanta or Denver.

Then, the technicians participate in a 10-part correspondence course during a one-year period. Finally, when they have completed the first two phases of the program, the technicians go back to school for a one-week practical training course.

Six months into the program, the two trainers took another three-month sabbatical to gather more information. The electronic manufacturers had not developed training aids, so the trainers used the information garnered during the sabbatical to design and build their own.

Gorman said, "Because we are blazing the trail, we have accommodated some of the people who are behind us. We have allowed them to go through the course — officials from engine companies, truck suppliers and training schools — to see how we do it."

To date, about 1,250 technicians have been through phase one of the Ryder training program, and the company has "manufactured 350 electronic technical specialists," according to Gorman.

Service volume rises after a slow August

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

Service and parts business at new-car dealerships in September rebounded from an end-of-summer lull.

It showed an increase over the year-earlier month, and the gain was the second-highest of the year, trailing only the June advance.

Service volume for the first nine months of 1986 outpaced the volume during the corresponding 1985 period.

The Automotive News Service Index found that shop business at dealerships in September amounted to 111.4 percent of the volume recorded in September 1985.

September was the sixth straight month in which service volume topped that of the year-ago month.

The year's largest increase occurred in June, when service volume amounted to 114.3 percent of the volume recorded in June 1985.

In the first nine months of 1986, service volume was 105.7 percent of that in the same 1985 period.

In August 1986, the Service Index amounted to only 102.6 percent of the volume in August 1985. Industry sources tied the August lull to slow new-car sales during the month. Customers often have their old cars repaired before buying new ones, the sources said.

Also, many dealers and service managers said, customers traditionally hold back before the opening of a school year.

The industry experts predicted service volume would increase in September as a result of incentive-motivated sales. They also predicted that service volume would be strong through October as the new cars bought the previous month would be brought back for warranty work. At this point, it appears that the predictions were accurate.

A midwestern Chevrolet dealer said, "more used cars were traded in and there were more new cars to service as a result of the factory incentives."

A Northeast Chevrolet dealer said, "We were swamped with new-car and truck preparation work."

An Eastern Buick dealer also tied the increase in service volume to the low finance rates as well as special offers to service customers.

A Midwest Ford dealer said, "We added mechanics. There has always been plenty of work, but not enough people to do it all."

In September, total labor sales (customer paid and warranty) showed a gain of 13.4 percent.

Sales of all parts and accessories were up 13.0 percent; gross profit on all labor parts and accessories sales climbed 12.1 percent; shop parts sales (customer paid and warranty) were up 11.4 percent; and repair orders written were up 7.0 percent.

In addition, parts and accessories sales to off-premises customers were up 14.1 percent in September.

Total labor sales registered the biggest gain for the first nine months of 1986, climbing 9.4 percent over the 1985 period. Gross profit on labor, parts and accessories sales was up 7.3 percent through September; shop parts sales increased 7.0 percent; sales of all parts and accessories rose 3.9 percent; and repair orders written climbed 0.9 percent.

Parts and accessories sales to off-premises customers were up 1.2 percent through September 1986.

SERVICE INDEX
111.4★

	September, '86 vs. September, '85	9 mos., '86 vs. 9 mos., '85
Gross Profit on All Labor and P&A Sales	+12.1%	+7.3%
Repair Orders Written	+7.0%	+0.9%
Total Labor Sales (Customer & Warranty)	+13.4%	+9.4%
Shop Parts Sales (Customer & Warranty)	+11.4%	+7.0%
Sales of All P&A	+13.0%	+3.9%

★—Survey by Automotive News shows that dealers' service and parts business in September, 1986, was 111.4 percent of business in September, 1985. Service business in the first 9 months of 1986 was 105.7 percent of business in the corresponding period in 1985.

Buick's computer system supplies all the ANSWERS

SHOP TALK

ARTHUR FLAX

ANSWERS, Buick Motor Division's new computer service, is designed to sort out service information stored in the company's many computer data banks.

ANSWERS stands for Analytical Service Warranty Engineering Reporting System. It can identify service trends or work on a particular service problem from within Buick's service data bases.

Tom LaSorda, manager of customer satisfaction and engineering activities, said ANSWERS can "balance customer information with technical information."

He said a customer might complain about having to make more than one trip to a dealership to have a problem corrected. A dealer might be more concerned with the technical aspects of a repair.

Within ANSWERS is a library of standard reports used by Buick assembly plant managers, product design teams and top management.

The system can also provide ad hoc reports on service problems by searching through the Buick data bases.

LaSorda said, "A data technician might be asked for example, 'Can you tell me the power window failure rate on a certain model?' The technician can search through the data bases in 30 minutes to one hour."

Information contained in the data bases comes from the Buick technical assistance center (TAC), customer assistance center (CAC), service engineering analysis, internal quality index, company garage information, marketing information, J.D. Power & Associates and the Customer Satisfaction Index.

TAC is a toll-free hotline for technicians' questions, and CAC is a similar hotline for customers' questions.

Buick may be getting a reputation for innovation. It is also the first General Motors division to offer the IBM PC-based Computerized Automotive Maintenance System, a diagnostic tool that can instruct a technician and also can transmit dealership repair data to Buick headquarters in Flint.

There are plans for CAMS to become integrated into the ANSWERS system, according to LaSorda.

ANSWERS is a joint project between Buick and Electronic Data Systems.

1987 U.S. MODELS BY MAKE

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1987 Totals	(Final 1986 Totals)
AMERICAN MOTORS-RENAULT**	6	8	3	2	19	(17)
AMC Eagle	1	0	0	2	3	(3)
Renault Alliance	5	8	3	0	16	(8)
Renault Encore	0	0	0	0	0	(6)
CHRYSLER MOTORS	22	9	0	3	34	(54)
Chrysler 5th Avenue	1	0	0	0	1	(1)
Laser	0	0	0	0	0	(3)
LeBaron	1	0	0	1	2	(6)
LeBaron GTS	2	0	0	0	2	(2)
Limousine	0	0	0	0	0	(1)
New Yorker	1	0	0	0	1	(1)
Dodge Diplomat	2	0	0	0	2	(2)
Aries	2	2	0	1	5	(8)
Charger	0	2	0	0	2	(3)
Daytona	0	0	0	0	0	(2)
Dodge 600	2	0	0	0	2	(5)
Lancer	2	0	0	0	2	(2)
Omni	1	0	0	0	1	(3)
Shadow	1	1	0	0	2	(0)
Plymouth Gran Fury	1	0	0	0	1	(1)
Caravelle	2	0	0	0	2	(2)
Horizon	1	0	0	0	1	(2)
Reliant	2	2	0	1	5	(8)
Sundance	1	1	0	0	2	(0)
Turismo	0	1	0	0	1	(2)
FORD MOTOR CO.	24	29	2	14	69	(80)
Ford LTD Crown Victoria	2	2	0	4	8	(8)
Escort	1	3	0	1	5	(8)
Escort EXP	0	2	0	0	2	(2)
LTD	0	0	0	0	0	(3)
Mustang	0	3	2	0	5	(6)
Taurus	4	0	0	4	8	(8)
Tempo	4	4	0	0	8	(4)
Thunderbird	0	4	0	0	4	(3)
Lincoln	3	0	0	0	3	(3)
Continental	2	0	0	0	2	(2)
Mark VII	0	3	0	0	3	(3)
Mercury Grand Marquis	2	1	0	2	5	(5)
Capri	0	0	0	0	0	(2)
Cougar	0	2	0	0	2	(3)
Lynx	1	3	0	1	5	(8)
Marquis	0	0	0	0	0	(4)
Sable	2	0	0	2	4	(4)
Topaz	3	2	0	0	5	(4)
GENERAL MOTORS	55	63	5	22	145	(159)
Buick LeSabre	3	2	0	1	6	(5)
Electra	3	1	0	1	5	(6)
Century	2	2	0	2	6	(7)
Regal	0	2	0	0	2	(4)
Riviera	0	1	0	0	1	(2)
Skyhawk	2	3	0	2	7	(10)
Somerset/Skylark	2	2	0	0	4	(5)
Cadillac DeVille-Fleetwood	3	1	0	0	4	(4)
Allante	0	0	1	0	1	(0)
Brougham	1	0	0	0	1	(1)
Cimarron	1	0	0	0	1	(1)
Eldorado	0	1	0	0	1	(1)
Limousine	2	0	0	0	2	(2)
Seville	1	0	0	0	1	(1)
Chevrolet Caprice	4	1	0	2	7	(5)
Camaro	0	2	0	0	2	(3)
Cavalier	3	6	1	3	13	(13)
Celebrity	1	1	0	2	4	(4)
Chevette	1	1	0	0	2	(2)
Corvette	0	1	1	0	2	(2)
Monte Carlo	0	3	0	0	3	(3)
Nova	2	0	0	0	2	(2)
Oldsmobile Delta 88	2	2	0	1	5	(5)
Ninety-Eight	2	1	0	0	3	(4)
Calais	2	2	0	0	4	(4)
Cutlass Ciera	2	2	0	2	6	(7)
Cutlass Supreme	2	3	0	0	5	(5)
Firenza	2	4	0	1	7	(7)
Toronado	0	1	0	0	1	(1)
Pontiac Bonneville	2	0	0	1	3	(3)
Fiero	0	4	0	0	4	(4)
Firebird	0	2	0	0	2	(3)
Grand Am	3	3	0	0	6	(6)
Grand Prix	0	3	0	0	3	(4)
Parisienne	0	0	0	0	0	(3)
Pontiac 1000	1	1	0	0	2	(2)
Pontiac 6000	4	1	0	3	8	(9)
Sunbird	2	4	2	1	9	(9)
HONDA**	4	2	0	0	6	(5)
Accord	3	2	0	0	5	(5)
Civic	1	0	0	0	1	(0)
NISSAN**	3	5	0	2	10	(3)
Sentra	3	5	0	2	10	(3)
TOYOTA**	0	2	0	0	2	(0)
Corolla FX-16	0	2	0	0	2	(0)
VOLKSWAGEN**	2	2	0	0	4	(3)
Golf/GTI	1	1	0	0	2	(2)
GTI	0	1	0	0	1	(1)
Jetta	1	0	0	0	1	(0)
1987 TOTALS	116	120	10	43	289	
1986 TOTALS (end of model year)	119	144	13	45		(321)

*Two-door models include hatchbacks, which some makers list as three-door models.
**Totals for Renault, Honda, Nissan, Toyota and Volkswagen include only U.S.-built models.

MODELS

FROM PAGE 3

cury Marquis now are officially out of the field. Ford Motor halted production of those models when Taurus and Sable arrived, but LTD and Marquis stayed in the 10-day sales reports throughout the 1986 model year.

Pontiac's Parisienne has departed, and its Bonneville ain't what it used to be. The 1986 Bonneville was a rear-wheel-drive intermediate; the 1987 Bonneville is a rear-wheel-drive standard-sized car. It is Pontiac's version of the Buick LeSabre and Oldsmobile Delta 88.

Chrysler Motors trimmed its two-door ranks heavily, knocking out all five of its convertibles and nine of its 18 coupes. The return of Daytona and the arrival of the LeBaron J will boost the two-door choices, but Chrysler — unlike Ford and GM — is pretty much a purveyor of four-door sedans for 1987.

GM also cut into its two-door ranks, eliminating 16 coupes. Ford bounced four.

The 1987 chart shows 116 domestic four-door sedans compared to 119 last year. But the coupe total has dropped to 120 from 144.

The 1987 story isn't entirely a tale of chopping models. The eight major companies that make cars in the United States added 38 models for 1987 and dropped 70 for a net decline of 32.

Strangely, the biggest reduction in the model total occurred in the best-selling category of domestic cars — the intermediates. There are 78 mid-sized choices for 1987, down from 98 in 1986. There were lesser cuts in the compact and subcompact and luxury segments and a minor rise in the standard-sized group.

Ford Division, with 40, has the most models for 1987. Next in line are Pontiac, 37; Chevrolet, 35; Buick, 31; Oldsmobile, 31; and Mercury, 21.

Pontiac was the 1986 leader with 43 choices, followed by Ford, 42; Buick, 39; Chevrolet, 34; Oldsmobile, 33; Mercury, 30; and Dodge, 25.

The Automotive News analysis includes all models the makers are pricing or merchandising individually. It does not include engine or transmission options.

MODELS: 1942-'87

Number of models offered by U.S. auto makers, 1942 to 1987:

1942	276	1966	368
1946	160	1967	370
1947	182	1968	368
1948	201	1969	365
1949	205	1970	375
1950	243	1971	341
1951	243	1972	297
1952	224	1973	304
1953	210	1974	302
1954	240	1975	325
1955	216	1976	294
1956	232	1977	275
1957	245	1978	259
1958	263	1979	268
1959	239	1980	252
1960	244	1981	278
1961	260	1982	307
1962	298	1983	298
1963	336	1984	305
1964	336	1985	295
1965	348	1986	321
		1987	289

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1987 U.S. MODELS BY MARKET CLASS

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1987 Totals	(Final 1986 Totals)
SUBCOMPACTS**	20	36	3	4	63	(68)
Accord+	0	0	0	0	0	(5)
Alliance	5	8	3	0	16	(8)
Charger	0	2	0	0	2	(3)
Chevette	1	1	0	0	2	(2)
Civic	1	0	0	0	1	(0)
Corolloa FX-16	0	2	0	0	2	(0)
Daytona	0	0	0	0	0	(2)
Encore	0	0	0	0	0	(6)
Escort	1	3	0	1	5	(8)
Escort EXP	0	2	0	0	2	(2)
Fiero	0	4	0	0	4	(4)
Golf	1	1	0	0	2	(2)
GTI	0	1	0	0	1	(1)
Horizon	1	0	0	0	1	(2)
Laser	0	0	0	0	0	(3)
Lynx	1	3	0	1	5	(8)
Nova	2	0	0	0	2	(2)
Omni	1	0	0	0	1	(3)
Pontiac 1000	1	1	0	0	2	(2)
Sentra	3	5	0	2	10	(3)
Shadow	1	1	0	0	2	(0)
Sundance	1	1	0	0	2	(0)
Turismo	0	1	0	0	1	(2)
COMPACTS**	27	36	5	12	80	(87)
Accord+	3	2	0	0	5	(0)
Aries	2	2	0	1	5	(8)
Camaro	0	2	0	0	2	(3)
Capri	0	0	0	0	0	(2)
Cavalier	3	6	1	3	13	(13)
Cimarron	1	0	0	0	1	(1)
Eagle	1	0	0	2	3	(3)
Firebird	0	2	0	0	2	(3)
Firenza	2	4	0	1	7	(7)
Jetta	1	0	0	0	1	(0)
LeBaron	1	0	0	1	2	(6)
Mustang	0	3	2	0	5	(6)
Reliant	2	2	0	1	5	(8)
Skyhawk	2	3	0	2	7	(10)
Sunbird	2	4	2	1	9	(9)
Tempo	4	4	0	0	8	(4)
Topaz	3	2	0	0	5	(4)
INTERMEDIATES	33	30	0	15	78	(98)
Bonneville++	0	0	0	0	0	(3)
Calais	2	2	0	0	4	(4)
Caravelle	2	0	0	0	2	(2)
Celebrity	1	1	0	2	4	(4)
Century	2	2	0	2	6	(7)
Cougar	0	2	0	0	2	(3)
Cutlass Ciera	2	2	0	2	6	(7)
Cutlass Supreme	2	3	0	0	5	(5)
Dodge 600	2	0	0	0	2	(5)
Grand Am	3	3	0	0	6	(6)
Grand Prix	0	3	0	0	3	(4)
Lancer	2	0	0	0	2	(2)
LeBaron GTS	2	0	0	0	2	(2)
LTD	0	0	0	0	0	(3)
Marquis	0	0	0	0	0	(4)
Monte Carlo	0	3	0	0	3	(3)
New Yorker	1	0	0	0	1	(1)
Pontiac 6000	4	1	0	3	8	(9)
Regal	0	2	0	0	2	(4)
Sable	2	0	0	2	4	(4)
Somerset/Skylark	2	2	0	0	4	(5)
Taurus	4	0	0	4	8	(8)
Thunderbird	0	4	0	0	4	(3)
STANDARD SIZE	18	8	0	11	37	(34)
LeSabre	3	2	0	1	6	(5)
Caprice	4	1	0	2	7	(5)
Diplomat	2	0	0	0	2	(2)
LTD Crown Victoria	2	2	0	4	8	(8)
Grand Marquis	2	1	0	2	5	(5)
Delta 88	2	2	0	1	5	(5)
Gran Fury	1	0	0	0	1	(1)
Bonneville++	2	0	0	1	3	(0)
Parisienne	0	0	0	0	0	(3)
LUXURY	18	10	2	1	31	(34)
Allante	0	0	1	0	1	(0)
Electra	3	1	0	1	5	(6)
Cadillac Brougham	1	0	0	0	1	(1)
Deville-Fleetwood	3	1	0	0	4	(4)
Cadillac Limousine	2	0	0	0	2	(2)
Fifth Avenue	1	0	0	0	1	(1)
Chrysler Limousine	0	0	0	0	0	(1)
Continental	2	0	0	0	2	(2)
Corvette	0	1	1	0	2	(2)
Eldorado	0	1	0	0	1	(1)
Lincoln	3	0	0	0	3	(3)
Mark VII	0	3	0	0	3	(3)
Oldsmobile 98	2	1	0	0	3	(4)
Riviera	0	1	0	0	1	(2)
Seville	1	0	0	0	1	(1)
Toronado	0	1	0	0	1	(1)
1987 TOTALS	116	120	10	43	289	
1986 TOTALS (end of model year)	119	144	13	45		(321)

*Two-door models include hatchbacks, which some makers list as three-door models.
**In the Subcompact and Compact listings, totals include only U.S.-built models for Renault Alliance and Encore; Honda Civic and Accord; Nissan Sentra; Toyota Corolla; and Volkswagen Golf, GTI and Jetta.
+Honda Accord was classified as a subcompact for 1986. It is classified as a compact for 1987.
++1986 Bonneville was an intermediate; 1987 Bonneville is a standard-size car.

AUCTION DATES

American Motors

Nov. 18 — Aptco Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Nov. 19 — Minneapolis Auto Auction, Plymouth, Minn., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 20 — Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; and Northway Exchange, Clifton Park, N.Y.

Nov. 25 — High Point Auto Auction, High Point, N.C.

Nov. 26 — Columbus Fair Auto Auction, Columbus, Ohio, and Kansas City Auto Auction, Kansas City, Mo.

Chrysler Corp.

Nov. 18 — Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Nov. 19 — Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; and South Seattle Auto Auction, Kent, Wash.

Nov. 20 — Fredericksburg Auto Auction, Fredericksburg, Va.

Nov. 21 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 25 — Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit; and Dallas Auto Auction (special sale), Dallas

Nov. 26 — Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

Ford Motor Co.

Nov. 18 — South Seattle Auto Auction, Kent, Wash.

Nov. 19 — Columbus Fair Auto Auction, Obetz, Ohio, and Brasher's Southern California Auto Auction, Fontana, Calif.

Nov. 20 — Denver Auto Auction, Englewood, Colo.; Houston Predelivery Center, Houston; and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 25 — Harrisonburg Auto Auction, Harrisonburg, Va.

General Motors

Nov. 18 — Southern Auto Auction, East Windsor, Conn.; Big H Auto Auction, Houston; and Harrisonburg Auto Auction, Harrisonburg, Va.

Nov. 19 — Clanton's Auto Auction, Darlington, S.C.; Golden Gate Auto Auction, Fremont, Calif.; Indianapolis Auto Auction, Indianapolis; and Brasher's Salt Lake Auto Auction, Salt Lake City

Nov. 20 — Butler Auto Auction, Gibsonia, Pa.

Used Car Sales
Auction Averages

November to date	$5,172
Month ago	$5,196
Year ago	$4,648

Model Breakdown
Auction Averages

	NOV 1986	OCT 1986	SEP 1986
1986	$11,451	$11,574	$11,846
1985	$8,339	$8,414	$8,472
1984	$6,198	$6,215	$6,221
1983	$5,427	$5,442	$5,459
1982	$4,193	$4,216	$4,261
1981	$3,254	$3,277	$3,333
1980	$2,394	$2,424	$2,463
1979	$2,069	$2,086	$2,109
Overall Average	$5,172	$5,196	$5,206

Kruse family regains control of auction firm

AUBURN, Ind. — The Kruse family has regained control of Kruse International, the classic-car auction house, from ITT Corp., which had owned it for seven years. Terms of the sale were not disclosed.

Kruse Inc. is owned by Mitchell D. Kruse. The company named Dean V. Kruse national sales manager and chief auctioneer. Dean is Mitchell's father.

A Kruse spokesman said the sale, which was in the works for two months, followed some tense moments between Dean Kruse and executives of ITT Auction Service.

"Mr. Kruse didn't want the company to be owned by someone else," the spokesman said.

The Kruse family entered the auto auction business in 1938.

AUCTION DIRECTORY

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Gulf Coast Auto Auction, 1319 61st Ave. E., Bradenton, Fla. 34203. 813-756-8478. Complete service fleet & lease accounts. Contact: J. Omar Landis, Henrietta Letty.

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GM will call shots on 1987 incentives

By Michelle Krebs, Laura Clark and Dave Zoia
AUTOMOTIVE NEWS STAFF REPORTERS

DETROIT — Dealers across the country remain in the dark about whether the manufacturers plan to launch a new round of financing incentives.

The dealers, as well as consumers and other automakers, are waiting to see what General Motors does. And they are getting mixed signals.

Some dealers believe GM will stick to its vow of staying away from incentives on 1987 models. GM Chairman Roger B. Smith and President F. James McDonald have said GM will cut production rather than offer incentives.

Some dealers contacted by Automotive News said they believe GM will keep its promise. They point to GM's recent production cutbacks and new lease programs as indications that GM will not offer low-interest-rate financing incentives.

GM recently announced it will cut the hourly production rate on its slow-selling Buick LeSabre models. The cutback means the indefinite layoff of 1,300 workers at the Buick City complex in Flint, Mich., which produces the cars. Since September, GM has scaled back its overall fourth-quarter production schedule by 8 percent.

GM also has launched a new lease program, with attractive monthly rates. It runs through Dec. 31. GM is backing the program with a substantial advertising outlay.

"They've stuck longer without incentives than I thought they would," said Jim Caplinger, who has Chevrolet, Oldsmobile and Chrysler franchises in England, Ark. "They told us they were going cold turkey, and I believe that's what they're going to do. I didn't believe them before."

Other dealers said slow sales and high inventories will force GM to offer incentives.

GM's sales for the first 10 days of November were off 5 percent from the 1986 period. GM had a 68-day supply of new cars as of Nov. 1, compared with a 73-day supply Nov. 1, 1985, and a 36-day supply Oct. 1 of this year, which was near the end of GM's 2.9 percent financing program.

A number of dealers handling a variety of makes said they hoped incentives would return. Customers have become accustomed to incentives and aren't buying without them, they said.

Meanwhile, rumors of impending incentive programs are rampant. The rumors leave consumers wondering if they should buy now or wait for the next round of incentives. Dealers wonder what to tell their customers.

If a customer buys now and an incentive program is announced next week, a loyal patron could be lost for good, thinking the dealer had deceived him.

"Consumers think we know in advance, but we find out from the newspapers," said W.L. "Mac" McCulloh, a Cadillac, Oldsmobile and Honda dealer in Ardmore, Okla.

"All you can do is tell the customer what you know," said George Glassman, of Glassman Oldsmobile, Southfield, Mich. "There's no program now. GM hasn't announced one, and we don't know if one will be announced."

Nevertheless, Glassman said he wishes GM would say if incentives are on or off, to clear up the confusion.

McCulloh, a member of the Cadillac dealer council, said he plans to recommend to that group that GM outline a plan for incentives at the beginning of the year and stick to it so the market doesn't bounce like a yo-yo.

"It's killing us," he said. "We lose more than we gain because of the drop-off after incentives go off."

Dealers say that not knowing the prospects for incentives makes it difficult for them to forecast, regulate their inventories and make expansion plans.

Import incentives begin to rear their heads

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

The first cracks are appearing in Japanese importers' resistance to joining domestic automakers in offering rebates or low-interest loans on passenger cars.

Toyota dealers in four states started offering $600 cash rebates on 1986 Toyota cars, vans and trucks last week. The offer is backed by Gulf States Toyota, distributor for Toyota Motor Sales U.S.A. in Texas, Oklahoma, Mississippi, Arkansas and Louisiana. The rebate is not available in Louisiana because of state law.

While not a national program, it is the first time rebates have been offered on Toyota cars.

American Isuzu Motors is offering rebates or low-interest loans on 1986 cars through Nov. 30. With a 79-day supply of 1986 models nationally, Isuzu will pay a $500 rebate on I-Marks and $750 on Impulses. Instead of the rebate, purchasers may choose a 30-month loan at 5.9 percent or a 48-month loan at 7.9 percent.

Through Nov. 30, Mitsubishi Motor Sales of America is conducting a $200-per-car dealer-incentive program (plus another $200 if sales objectives are met). Many dealers are converting the program into subsidized-rate consumer loans through Mitsubishi Acceptance Corp.

Sales incentives of all types have been common on Japanese-brand trucks for years, but truck imports are not restricted as Japanese car imports are, and domestic automakers are competing aggressively in the compact truck segment.

Most Japanese importers say they have no plans for consumer incentives on cars. But in view of currency exchange rates that have eliminated much of the Japanese price advantage, importers acknowledge it would be difficult to ignore any such move by a major importer.

DOMESTIC SALES

	Nov. 1-10, 1986	Nov. 1-10, 1985
Renault		
Alliance-Encore	975†	2,000†
AMC	145†	300†
AMERICAN MOTORS	1,120	2,300
Chrysler	4,829	6,857
Plymouth	6,709	5,651
Dodge	9,643	8,387
CHRYSLER CORP.	21,181	20,895
Ford	27,822	21,414
Mercury	8,687	6,684
Lincoln	4,983	3,150
FORD MOTOR CO.	41,492	31,248
Buick	12,893	12,870
Cadillac	5,700	5,000
Chevrolet	28,135	34,522
Oldsmobile	20,250	21,024
Pontiac	15,751	13,808
GENERAL MOTORS	82,729	87,224
VOLKSWAGEN	831	1,120
HONDA	6,055	2,883
NISSAN	1,657	1,300
U.S. INDUSTRY TOTAL	155,065	146,970

†—Estimate

Sales rise 5% for Nov. 1-10

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

Domestic new-car sales for the first 10 days of November totaled 155,065, up 5.51 percent over the year ago period's 146,970.

But this year's post-incentive total was a far cry from the record 289,056 cars sold during the period in 1971.

Honda posted the biggest percentage gain during this year's period, with an upturn of 110.02 percent. Ford Motor Co. was next, with a 32.78 percent increase, followed by Nissan, up 27.46 percent, and Chrysler Motors, up 1.37 percent.

American Motors' sales fell 51.30 percent from the year-ago period; Volkswagen's declined 25.80 percent; and General Motors' dropped 5.15 percent.

SUPPLY

FROM PAGE 1

vehicles, which was 11.67 percent higher than the 548,455 on Oct. 1 and 64.21 percent above the year-earlier total of 373,603.

Days' supply for cars and trucks combined was 48 on Nov. 1, compared with 39 on Oct. 1, and 30 on Nov. 1, 1985.

On Nov. 1, import-car inventories were divided this way: Japan, 71.40 percent; West Germany, 18.17 percent; and other countries, 10.43 percent.

A month ago, the shares were: Japan, 73.26 percent; Germany, 19.47; and other countries, 7.27.

All inventory figures in this article include dealer and port inventories and vehicles in transit.

By country of origin, the days-supply figures for imported cars were:

Japan — Honda, 13; Toyota, 22; Acura, 31; Subaru, 40; Mazda, 48; Nissan, 54; Isuzu, 79; Chevrolet, 95 (including 85 for the Isuzu-built Spectrum and 122 for the Suzuki-built Sprint); Mitsubishi, 104; and Chrysler Motors, 112.

West Germany — Mercedes-Benz, 16; Porsche, 37; BMW, 51; Audi, 77; Volkswagen, 89; and Merkur, 108.

Other countries — Jaguar, 18; Hyundai, 22; Volvo, 35; Saab, 35; Yugo, 41; Alfa Romeo, 42; Renault, 57; and Peugeot, 61.

There were some major increases among the captive imports. Spectrum's 85-day supply was up from 36 a month earlier, and Sprint rose to 122 from 58. The supply of Chrysler imports doubled to 112 days from 56; Merkur almost doubled going to 108 from 58.

Among the independent imports, VW's supply climbed to 89 days from 57, and Mitsubishi's rose to 104 from 76.

Days' supplies of light trucks were: Suzuki, 19; Mazda, 42; Toyota, 46; Chrysler, 81; Mitsubishi, 118; Isuzu, 119; and Nissan 130.

All import-truck figures include Nissan's domestic-built models.

IMPORT DAYS' SUPPLIES

	Nov. 1, 1986	Oct. 1, 1986	Nov. 1, 1985
Spectrum	85	36	128
Sprint	122	58	75
Chevrolet	95	41	103
Chrysler Corp.	112	56	59
Acura	31	24	0
Honda	13	9	7
Isuzu	79	96	95
Mazda	48	32	19
Mitsubishi	104	76	28
Nissan	54	40	26
Subaru	40	47	16
Toyota	22	21	8
JAPAN	42	34	23
Audi	77	86	63
BMW	51	57	31
Mercedes-Benz	16	27	44
Merkur	108	58	104
Porsche	37	32	52
VW	89	57	63
GERMANY	56	52	53
Alfa Romeo	42	31	47
Hyundai	22	N/A	0
Jaguar	18	23	12
Peugeot	61	79	75
Renault	57	21	208
Saab	35	27	28
Volvo	35	29	51
Yugo	41	32	1
Other Countries	30	32	46
Total Import Cars	42	36	28
Isuzu	119	72	104
Mazda	42	26	12
Mitsubishi	118	98	38
Nissan*	130	55	57
Suzuki	19	21	0
Toyota	46	35	23
Chrysler	81	73	52
Total Import Trucks	69	46	39
Total Imp. Vehicles	48	39	30

*Includes domestic trucks

Porsche 1st with 2nd price hike

Stickers to rise 5% Jan. 1, after prior 8.6%

DETROIT — Porsche Cars North America has become the first auto firm to raise prices twice on 1987 models sold in the United States.

Also last week, Nissan Motor Corp. in U.S.A. completed its 1987 pricing by placing stickers on the 300-ZX sports car, the new van and the redesigned Pulsar coupe.

Porsche said last week that prices will rise an average of 5 percent on Jan 1. Optional equipment will be included in the hike. Porsche did not place a dollar figure on the boost, but Automotive News estimated it at $1,760.

In addition, the 924-S coupe went up $2,000 on Nov. 15 and is now $21,900. The car was introduced in the United States in June, and Porsche mentioned the Nov. 15 increase when it announced its 1987 prices in August.

Automotive News estimated that the Jan. 1 increases will range from $1,095 on the 924-S to $2,945 on the 928S-4.

On the basis of a 5 percent increase, Porsche prices will range from about $23,000 for the 924-S to about $62,000 for the 928S-4.

PCNA President John A. Cook said that since the August boost, "the value of the U.S. dollar has deteriorated and has necessitated this increase."

He added, "I want to announce our intentions now so our dealers and their customers can make their purchase plans for early next year."

In August, Porsche Cars North America posted a sales-weighted hike averaging 8.6 percent on its 1987 models. Increases ranged from $1,000 to $7,000, and Automotive News estimated that the increase averaged $3,280.

Nissan has priced its Pulsar at $10,599 for the XE and $11,799 for the twin-cam, 16-valve SE version. The 1986 Pulsar, which was not directly comparable to the new one, was $9,499. Nissan's 7-passenger van caries a tag of $11,999 for the XE and $13,999 for the GXE.

Prices of the 300-ZX sports car with five-speed transmission start at $18,499 for the base model. The coupe with T-bar roof is $19,499; the 2-plus-2 coupe is $20,649; and the topo-of-the-line turbo coupe is $21,-399. Models with five-speed transmission are up $400. Automatic transmision is $650 extra for 1987, compared with $550 for 1986.

OBITUARIES

Ivan L. Wiles, 88; retired GM executive

SCOTTSDALE, Ariz. — Ivan L. Wiles, retired General Motors executive, died Nov. 10. He was 88. Mr. Wiles retired in 1957 as executive vice president in charge of dealer relations. He also was a member of the GM board of directors.

He joined the then Oakland Division in 1928 and moved to Buick Motor Division in 1932, becoming comptroller in 1941. Mr. Wiles was named Buick general manager and elected a GM vice president in 1948. While he was at the helm, Buick produced 781,296 cars in 1955, which was then a record for the division. Mr. Wiles was named GM executive vice president for dealer relations in 1956.

Ralph W. Graham

SANTA MONICA, Calif. — Ralph W. Graham, a 35-year Ford dealer, died Oct. 30. He was 66. Mr. Graham founded Graham Ford, Downey, Calif., in 1951 and later changed its name to Downey Auto Center. In 1970, he founded Friendly Ford, Las Vegas, Nev. At the time of his death he was chairman of both dealerships. He was a member of the Ford National Dealer Council in 1963-64.

Sherman Sicklick

HARTFORD, Conn. — Sherman Sicklick, 64, long-time Connecticut automotive sales executive, died Oct. 29. Mr. Sicklick was general manager of the former Dworin Chevrolet, East Hartford, for 26 years, and more recently, was affiliated with Skip Gengras Chevrolet, Southington.

PRODUCTION

Auto production off a bit, but stays above 178,000

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

United States automakers targeted production of 178,452 cars last week, slightly below the previous week's 179,398.

The prior week's output was the highest since the week ended June 21 when 180,166 cars were built.

Last week's scheduled production was 2.64 percent more than the year-ago week's 173,863.

Companies split last week's estimated output as follows: General Motors, 53.38 percent; Ford Motor Co., 20.77 percent; Chrysler Motors, 15.80 percent; Honda of America Manufacturing Inc., 4.10 percent; New United Motor Manufacturing Inc., 2.35 percent; Nissan Motor Manufacturing Inc., 1.64 percent; Volkswagen of America, 1.12 percent; and American Motors, 0.84 percent.

AMC's Kenosha, Wis., plant resumed output last week (Nov. 10). The plant had been down for two weeks to adjust inventory.

GM's Flint, Mich., (Buick City) plant laid off 3,000 workers today (Nov. 17). Of that total, 1,000 will return to work Nov. 20, and the other 2,000 will return Nov. 24. On Nov. 24, 1,300 workers at Buick City will be laid off indefinitely as the line rate is cut.

GM's body assembly plant in Flint and its Pontiac G assembly plant in Pontiac, Mich., will be down from today until Dec. 1 for inventory adjustment. A total of 4,700 workers have been laid off.

The GM Fiero plant in Pontiac also closed today to adjust inventory, affecting 1,600 workers. The plant is scheduled to resume output Dec. 1.

Chrysler's St. Louis (No. 2) plant closed today for model changeover and will be down until March 27, affecting 3,000 workers. The plant, which has been building standard-sized cars, will be converted to produce a stretched version of the Dodge Caravan/Plymouth Voyager minivan.

Daily overtime is slated this week at all Ford plants except the Edison, N.J., facility.

Saturday (Nov. 22) overtime is scheduled at Ford's Wixom, Mich.; Wayne, Mich.; and Edison plants.

Chrysler slated overtime Saturday (Nov. 15) at its Belvidere, Ill., and Sterling Heights, Mich., plants. Those plants, along with Newark, Del., and Detroit, are scheduled for daily overtime this week.

Week's truck output drops 1.7%

Domestic truck production last week totaled 72,410, 1.70 percent below the previous week's 73,664 and 7.49 percent below the year-ago week's 78,274.

General Motors slated Saturday (Nov. 15) overtime at its Baltimore plant.

Ford Motor Co.'s Lorain, Ohio, and Louisville, Ky., plants also were scheduled to work Saturday.

All Ford truck plants except the Wayne, Mich., plant are slated for daily overtime this week (Nov. 17).

Chrysler Motors' Warren, Mich., plant was scheduled for overtime last Saturday.

Canadian cars dip after big week

Last week, Canadian automakers scheduled production of 25,655 units, 6.91 percent below the previous week's 27,559.

The prior week's output was the highest since the week ended May 14, 1983, when 27,994 cars were assembled.

Estimated car output last week was 3.39 percent more than the year-ago week's 24,813.

So far this year, 928,458 cars have been assembled, 3.46 percent less than the 961,704 completed last year at this point.

Truck production was targeted at 11,143 units last week, 9.05 percent more than the previous week's 10,218, but 42.87 percent below the year-ago week's 19,506.

CANADIAN CAR	Week Ended Nov. 15, 1986	Week Ended Nov. 16, 1985	Week Ended Nov. 8, 1986	Nov. to Date	Jan. 1 to Nov. 16, 1985	Jan. 1 to Nov. 15, 1986
AMERICAN MOTORS	150	369	116	266	10,124	3,827
FORD MOTOR	11,645	10,373	13,618	25,263	440,232	462,141
GENERAL MOTORS	13,680	13,891	13,600	27,280	502,578	453,745
VOLVO	180	180	225	405	8,770	8,745
Total Cars, Canada	25,655	24,813	27,559	53,214	961,704	928,458

U.S. TRUCK☆	Week Ended Nov. 15, 1986	Week Ended Nov. 16, 1985	Week Ended Nov. 8, 1986	Nov. to Date	Jan. 1 to Nov. 16, 1985	Jan. 1 to Nov. 15, 1986
CHEVROLET	23,124	27,382	24,574	47,698	1,027,062	1,046,480
DODGE	5,000	4,623	6,022	11,022	186,616	121,836
FORD	26,008	27,839	24,527	50,535	1,056,757	1,215,295
GMC	8,230	6,874	8,601	16,831	316,031	320,685
NAVISTAR	1,618	1,464	1,575	3,193	65,647	63,712
JEEP	4,350	5,876	4,352	8,702	202,677	167,172
NISSAN	1,730	2,166	1,663	3,393	96,394	97,767
AM GENERAL*	50	50	50	100	2,230	2,224
MISCELLANEOUS*	2,300	2,000	2,300	4,600	82,953	101,292
Total Trucks, U.S.	72,410	78,274	73,664	146,074	3,036,367	3,136,463

CANADIAN TRUCK	Week Ended Nov. 15, 1986	Week Ended Nov. 16, 1985	Week Ended Nov. 8, 1986	Nov. to Date	Jan. 1 to Nov. 16, 1985	Jan. 1 to Nov. 15, 1986
AMERICAN MOTORS	650	0	500	1,150	0	24,910
CHRYSLER	7,470	9,266	7,594	15,064	344,955	350,414
FORD	1,848	3,620	1,054	2,902	142,585	130,691
GENERAL MOTORS	975	6,417	870	1,845	252,148	182,593
NAVISTAR	200	203	200	400	9,897	8,276
Total Trucks, Canada	11,143	19,506	10,218	21,361	749,585	696,884
N. American Trucks	83,553	97,780	83,882	167,435	3,785,952	3,833,347

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended Nov. 15, 1986	Week Ended Nov. 16, 1985	Week Ended Nov. 8, 1986	Nov. to Date	Jan. 1 to Nov. 16, 1985	Jan. 1 to Nov. 15, 1986
AMERICAN MOTORS	1,500	2,845	0	1,500	101,082	45,342
Renault Total	1,500	2,845	0	1,500	101,082	45,342
Alliance	1,500	2,281	0	1,500	65,996	41,995
Encore	0	564	0	0	35,086	3,347
CHRYSLER MOTORS	28,200	30,023	28,806	57,006	1,111,704	1,163,517
Plymouth Total	10,400	9,513	10,180	20,580	323,566	370,878
Horizon	3,500	3,890	3,714	7,214	124,547	152,153
Sundance	2,000	0	1,824	3,824	0	25,229
Reliant	3,600	4,039	2,832	6,432	142,939	135,966
Caravelle	900	1,564	1,192	2,092	42,188	39,712
Gran Fury	400	0	618	1,018	13,892	17,618
Chrysler Total	6,000	8,738	7,145	13,145	359,555	342,335
Laser	0	1,192	0	0	45,878	26,978
LeBaron	1,300	2,988	1,204	2,504	81,195	76,142
LeBaron GTS	1,000	3,035	870	1,870	86,129	57,061
New Yorker/E-Class	1,500	1,523	1,659	3,159	56,694	64,703
Fifth Avenue	2,200	0	3,412	5,612	92,659	117,451
Dodge Total	11,800	11,772	11,481	23,281	424,583	450,504
Daytona	0	1,182	0	0	41,541	30,343
Omni	3,700	3,436	3,595	7,295	119,897	145,139
Shadow	2,000	0	2,001	4,001	0	24,179
Aries	4,000	3,208	3,466	7,466	118,600	112,935
Dodge 600	1,000	1,941	1,155	2,155	58,347	58,414
Lancer	600	2,005	655	1,255	58,832	43,317
Diplomat	500	0	609	1,109	28,366	36,177
FORD MOTOR	37,069	31,152	37,728	74,797	1,451,122	1,536,866
Ford Division	27,213	20,600	27,808	55,021	973,343	1,063,065
Escort	8,126	7,469	9,239	17,365	301,187	334,656
EXP	0	0	0	0	3,838	0
Mustang	3,751	4,181	3,090	6,841	162,544	156,789
Tempo	4,271	4,670	4,195	8,466	163,985	172,996
LTD	0	0	0	0	180,724	0
Taurus	7,844	1,570	8,136	15,980	2,934	281,433
Thunderbird	3,221	2,710	3,148	6,369	151,009	117,191
Crown Victoria	0	0	0	0	7,122	0
L-M Division	9,856	10,552	9,920	19,776	477,779	473,801
Mercury Total	5,786	6,902	5,284	11,070	334,340	314,829
Lynx	1,221	1,981	1,377	2,598	65,005	53,458
Capri	0	379	0	0	16,678	12,344
Topaz	1,143	621	1,225	2,368	48,956	51,294
Cougar	751	3,362	229	980	113,659	87,983
Marquis	0	0	0	0	83,481	0
Sable	2,671	559	2,453	5,124	1,828	109,750
Grand Marquis	0	0	0	0	4,733	0
Lincoln Total	4,070	3,650	4,636	8,706	143,439	158,972
Continental	406	511	459	865	22,520	17,225
Lincoln	3,054	2,738	3,477	6,531	105,095	119,233
Mark VII	610	401	700	1,310	15,83[illegible]	22,514
GENERAL MOTORS	95,238	100,917	95,538	190,776	4,278,694	3,677,549
Buick Total	21,463	20,689	20,974	42,437	890,683	690,041
Skyhawk	1,855	3,159	1,952	3,807	95,515	75,006
Century	5,851	7,769	5,662	11,513	258,300	200,849
Regal	1,939	2,656	1,778	3,717	120,734	54,085
Skylark (X-car)	0	0	0	0	40,953	0
Somerset/Skylark	2,634	1,402	2,618	5,252	108,518	98,208
LeSabre (fwd)	5,240	803	5,198	10,438	4,464	142,139
LeSabre/Electra(rwd)	330	664	329	659	94,869	13,520
Electra(fwd)	2,578	4,065	2,607	5,185	120,695	82,867
Riviera	1,036	171	830	1,866	46,635	23,367
Cadillac Total	8,200	5,880	7,672	15,872	291,816	282,586
Cimarron	745	736	724	1,469	23,545	21,184
Cadillac (rwd)	1,320	918	1,186	2,506	35,345	69,311
DeVille (fwd)	4,265	3,910	4,227	8,492	153,507	149,438
Eldorado	1,115	189	921	2,036	51,823	22,544
Seville	755	127	514	1,369	27,596	20,109
Chevrolet Total	30,494	36,525	31,061	61,555	1,438,594	1,162,122
Chevette	2,751	2,350	2,771	5,522	139,073	92,232
Camaro	3,195	5,002	3,306	6,501	187,861	157,073
Cavalier	9,192	11,012	8,940	18,132	435,548	353,756
Celebrity	5,497	6,623	6,371	11,868	234,868	227,766
Citation	0	0	0	0	28,699	0
Corsica/Beretta	1,350	0	1,162	2,512	0	6,850
Monte Carlo	2,439	2,542	2,527	4,966	123,236	100,362
Chevrolet	5,430	8,006	5,333	10,763	246,283	198,634
Corvette	640	990	651	1,291	40,895	25,449
Oldsmobile Total	16,684	21,699	16,326	33,010	1,039,311	840,410
Firenza	820	1,153	781	1,601	55,062	34,936
Calais	2,514	3,088	2,514	5,028	132,592	105,290
Cutlass Ciera	4,386	6,932	4,422	8,808	311,597	211,588
Cutlass Supreme	1,812	5,309	1,702	3,514	208,437	100,515
88 (fwd)	2,934	1,450	2,918	5,852	11,145	251,968
88 (rwd)	480	713	424	904	165,068	17,185
Olds 98	2,998	2,932	2,977	5,975	127,228	102,148
Toronado	740	122	588	1,328	28,182	16,780
Pontiac Total	18,397	16,124	19,505	37,902	618,290	702,390
Acadian**	0	630	112	112	14,195	14,229
Fiero	1,760	0	1,771	3,531	101,322	61,615
1000	390	1,245	550	940	30,267	17,693
Firebird	2,155	2,547	2,070	4,225	100,235	95,464
2000 Sunbird	2,502	3,548	2,337	4,839	126,074	119,453
Grand Am	5,140	3,891	6,214	11,354	121,322	203,915
6000	2,670	1,493	2,684	5,354	48,507	118,414
Bonneville	3,400	0	3,388	6,788	0	23,257
Parisienne	380	2,770	379	759	76,368	48,350
HONDA	7,315	3,135	7,245	14,560	128,650	201,065
Civic	1,860	0	1,712	3,572	0	12,786
Accord	5,455	3,135	5,533	10,988	128,650	188,279
NISSAN	2,930	1,542	3,030	5,960	33,575	48,037
NUMMI	4,200	1,900	5,024	9,224	48,639	173,407
Corolla	1,100	0	1,352	2,452	0	4,968
Nova*	3,100	1,900	3,672	6,772	48,639	168,439
VOLKSWAGEN	2,000	2,349	2,027	4,027	84,378	74,526
Golf/GTI	2,000	2,349	2,027	4,027	84,378	74,526
Total Cars, U.S.	178,452	173,863	179,398	357,850	7,237,844	6,920,309
Total Cars, Canada	25,655	24,813	27,559	53,214	961,704	928,458
N. American Cars	204,107	198,676	206,957	411,064	8,199,548	7,848,767
N. American Trucks	83,553	97,780	83,882	167,435	3,785,952	3,833,347
North American Cars and Trucks	287,660	296,456	290,839	578,499	11,985,500	11,682,114

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Ford retools 2 plants in Michigan

Ford Motor Co. will invest $171 million to tool two Michigan plants to make a new line of alternators and starters for 1989-model vehicles.

Ford will put $77 million into its Ypsilanti, Mich., plant for additional starter production and another $94 million into its Rawsonville, Mich., facility for output of the alternators.

"We believe these new products will compete favorably in quality and cost with anything presently imported from Japan," said Edson P. Williams, vice president, Ford Diversified Products Operations. Ford said it had considered outsourcing the components, but "projected progress in cost containment, supported by very active employee involvement" won the jobs for the two facilities.

The company said both plants will be outfitted with computer-controlled machinery, robotics, automated material handling equipment and will have quality assurance processes.

Ford said improvements in the design of its alternator will lead to reductions in noise and vibration. In addition, links to vehicle engine control modules will enable the alternator to be shut down during full acceleration or when the engine is being started.

The new starter will be smaller and more reliable and efficient than current units, Ford said.

The starters and alternators will go into production alongside existing designs for the 1989 model year. By the early 1990s, they will replace current units in all Ford cars and trucks.

Ford's Rawsonville plant employs 2,500 hourly and 450 salaried workers. It produces alternators, carburetors, fuel injectors, electric fuel pumps and small motors.

The Ypsilanti facility employs 1,800 hourly and 300 salaried workers in manufacturing starters, distributors and other mechanical products.

Each plant will receive $3 million in state grants for training.

Despite the announcement, the UAW continued to criticize Ford for its outsourcing plans.

"We welcome Ford's recent announcement (about Ypsilanti and Rawsonville)," said Stephen Yokich, UAW vice president and head of the union's Ford department. "Unfortunately, though, that's not the whole story.

"The sad fact is that jobs saved . . . will not come close to replacing those lost by Ford's decision to transfer (other) work to plants in France, Brazil, Mexico and elsewhere."

Nissan plant receives environmental award

SMYRNA, Tenn. — Nissan Motor Manufacturing Corp. U.S.A. has received an award for environmental excellence at its plant from the Tennessee Manufacturers and Taxpayers Association. Ten other companies — none of them automakers — also were recognized.

Ernest Blankenship, the association's vice president, said Nissan has spent more than $10 million on air pollution control, solid and hazardous waste management and waste water treatment at the plant.

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GM SOUTH AFRICAN:

By selling in 1986, GM gains millions in U.S. tax deductions

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

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General Motors stands to gain millions in U.S. income tax deductions from its much-ballyhooed withdrawal from South Africa.

Tax experts at two major national accounting firms say by GM selling its South African subsidiary now — rather than after tax laws change next year — the U.S. government will effectively reimburse 46 cents of every dollar GM has lost in South Africa over the years.

Although GM will not reveal its accumulated losses in South Africa, they are believed to be in the tens of millions. And by selling in 1986, GM can write off those accumulated losses at the high 46 percent current corporate tax rate, instead of at the reduced rates dictated by the tax reform act. GM can also deduct on its U.S. tax returns the millions it will pay to erase the debt of General Motors South African, declaring it a bad debt in the United States.

GM also may stand to gain tax writeoffs from its 1986 divestiture of portions of its Bedford truck subsidiary in England and a reorganization of its Australian operations, although those effects were unclear.

Present tax law does not allow corporations to write off losses from an overseas subsidiary on their U.S. taxes. But corporations can accumulate those losses over the years and write them off when disposing of an overseas subsidiary.

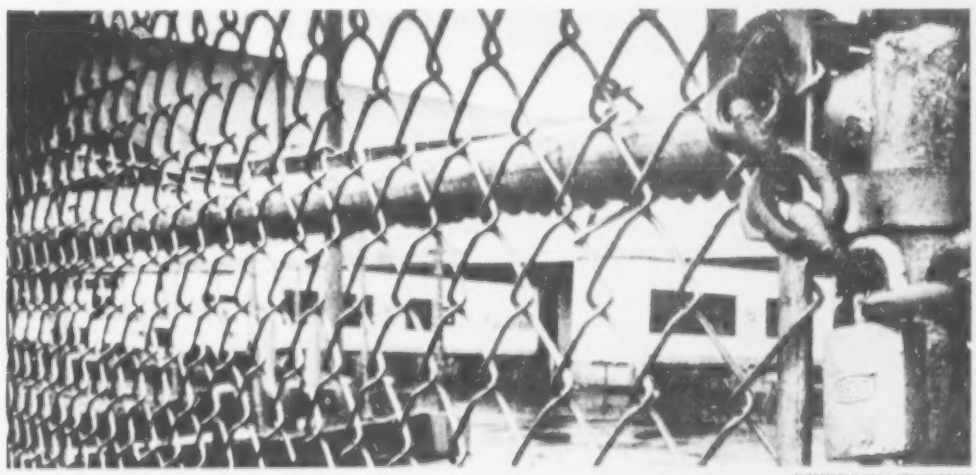
And the tax benefit from that deduction under 1986 U.S. tax rules is worth more because the corporate tax rate is higher than it will be after Jan. 1, 1987, when the corporate rate drops from 46 percent to 40 percent. It falls to 34 percent by July 1, 1987.

If GM foresaw any likelihood of divesting its controversial and money-losing South African investment in the next several years, the most beneficial time to sell to local investors in South Africa was in 1986.

The exact amount of tax benefit GM could gain from its South Africa sale is not known. Despite numerous requests from Automotive News during the last month, GM officials have declined to specify the amount of GM's accumulated losses in South Africa and the tax implications of the South African or any other divestitures. GM officials will say only that the South African subsidiary has lost money for several years.

A GM spokesman said: "Our decision to divest was not affected by a change in the tax code. In decisions of this magnitude, the

see TAX, page 7



AUTOMOTIVE NEWS JOE WILSSENS

A strike at GM's Delco Electronics plant in Kokomo, Ind., forced 10 assembly plants, including GM's Clark Avenue plant in Detroit, to close last week.

Delco dispute: Tip of GM iceberg

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

A settlement was reached after a four-day strike at General Motors' Delco Electronics plant, in a preview battle over outsourcing expected to continue in next year's national contract talks with the UAW.

Members of Local 292 in Kokomo, Ind., were expected to ratify the agreement Saturday (Nov. 22), according to Ron Cassis, the local's president.

The Delco Electronics strike was the second since September over subcontracting at General Motors. The other was at the GM Tech Center in Warren, Mich. The Delco strike also involved outsourcing.

It appeared that — in the tentative Delco agreement — the UAW had won the first round in the dispute over outsourcing.

Subcontracting and outsourcing are expected to be main topics during the industry's 1987 national contract talks.

About 7,700 UAW workers at the company's Delco Electronics plant in Kokomo walked out last Monday (Nov. 17). By week's end, the strike had choked off 10 assembly plants dependent on the thinned inventories of the just-in-time delivery system.

At presstime, about 38,000 GM assembly workers had been laid off, and GM had lost an estimated 3,600 units of production — about 4 percent of its planned output for

see STRIKE, page 37

Chrysler offers new incentives; a wave begins

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Ford Motor Co., Chrysler Motors and American Motors kicked off a new round of dealer and consumer incentives last week, geared partially to trimming inventories.

Chrysler's program is heavily slanted toward trucks where inventories have been on the rise for the Big Three generally.

The Ford and AMC programs were partially in response to Chrysler's, though AMC is trying to solve a special problem of its own.

GM officials have been telling dealers they're holding fast with their no-incentive philosophy.

Chevrolet and Oldsmobile, in fact, sent dealers electronic communiques last week, saying in effect that sales have been slow and that dealers holding back, waiting for incentives, were part of the problem.

In response, one of GM's largest dealers said, "It's hard for them (factory officials) to believe the market is as bad as it is."

He added that while he believed what GM was saying at the moment, "there's no telling when they may change their minds or what they'll do."

AMC is paying dealers a straight $500 on every 1986 Alliance, Encore and Comanche pickup they sell from Nov. 20 to Jan. 6.

It is also paying $300 on every 1987 Alliance, including the new performance GTA model and the former Encore being sold for 1987 under the Alliance name.

The program excludes fleet and government sales.

William Price, AMC general manager of North American sales, said the company wants to clear out its backlog of carryover models so it can get on with selling its new models. He estimated AMC's 1986 stock of Alliance/Encore at about 8,000 units and its stock of carryover Comanches at 5,000 to 8,000

see INCENTIVES, page 37

What next?

Renault outsider expected to succeed slain Besse

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

PARIS — Whoever is selected to take over Renault after the assassination of Chairman Georges Besse is likely to find the state-owned automaker in better financial shape than was generally known.

The French government is expected to install a new chairman by mid-week, likely choosing an outsider.

The person will inherit a company that will earn a net profit in the fourth quarter — a startling revelation for a concern which lost nearly $2 billion in 1984 and was not expected to pull out of the red for at least another year.

GAMMA-LIAISON

Besse takes the wheel at Paris Auto Show

Several Renault sources last week confirmed a fourth quarter net gain and predicted that the state-owned automaker will be in the black for all of 1987.

The murder of Besse left the automaker without a leader at a crucial point in its financial restructuring.

see RENAULT, page 7

American Isuzu shopping world for low-priced car to import

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

KAPALUA, MAUI, Hawaii — John E. Reilly, senior vice president and general manager of American Isuzu Motor Co., wants to escape a shakeout of Japanese automakers which he sees coming by the late 1980s.

Reilly is scouring automakers in developing countries of the Asia-Pacific region and Eastern Europe, trying to locate a low-cost supplier of built-up cars that he can market as Isuzu-brand models in the United States.

He has visited automakers in Taiwan, Malaysia, Korea and Eastern Europe. Earlier this month, he went to Skoda in Prague, Czechoslovakia. He even tried Adam Opel AG, the West German subsidiary of General Motors. GM owns 38.6 percent of American Isuzu's parent company in Japan.

Reilly is looking for supplementary supplies of entry-level Isuzus before an Isuzu-Fuji joint-venture assembly plant comes on stream in late 1989 in the United States. For the record, Isuzu says it expects

see ISUZU, page 37

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Ford, VW to link in Brazil, Argentina — Page 2

Makers may get second NHTSA crash — Page 3

Perot tells GM: Move faster — Pages 37

NLRB denies challenge to Saturn pact

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

The National Right to Work Legal Defense Fund lost another round in its challenge to the hiring practices at General Motors' Saturn Corp.

Rosemary Collyer, National Labor Relations Board general counsel, denied the group's appeal of a July ruling by the NLRB's regional director that dismissed the right-to-work group's charges of unfair labor practices against GM and the UAW.

The group challenged preferential hiring at the Saturn plant in Spring Hill, Tenn., for employees at GM facilities represented by the UAW.

Collyer also dismissed charges that GM prematurely recognized the union as the collective bargaining representative at Saturn.

A spokesman for the group said it will decide on its response by the first week of December.

Toyota plant stirs union fire

By Matt DeLorenzo
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Members of several building trades unions staged a protest at the Japanese embassy last week against the use of non-union labor in the construction of Toyota's Kentucky assembly plant.

About 400 workers demonstrated, part of a six-month-old campaign.

Toyota Motor Corp. has hired Ohbayashi Construction Co. as project manager, and the Building and Construction Trades Department of the AFL-CIO charges that Ohbayashi has refused to negotiate a labor agreement.

"We will not sit idly by and allow foreign developers, or any developer, to subvert American labor standards," Robert A. Georgine, president of the Building and Construction Trades Department, said last week.

The union has also challenged the legality of Kentucky's incentive package to get the $800 million plant.

The union claims that the package consists of $300 million in incentives, plus $60 million in tax breaks. The state, however, has estimated the total cost of the package at $125 million.

LeFauve at Saturn site in Spring Hill, Tenn. AUTOMOTIVE NEWS JOE WILSSENS

SATURN: *Dealers will be located to battle imports head on*

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

The first Saturn dealers will be located in areas where import sales are strong.

Richard LeFauve, Saturn Corp. president, told a news conference in Spring Hill, Tenn., last week that dealers — though he won't say how many — will be phased in while the plant itself is being phased in.

The first phase of the plant will represent $1.7 billion of the total $3.5 billion Saturn investment. The workforce initially will be 3,500 instead of 6,000 as previously planned.

The first phase is scheduled to produce 200,000 to 250,000 cars annually, beginning in the summer of 1990. The second phase, which has no timetable yet, is expected to bring total production of the Saturn plant to 500,000 units annually.

LeFauve said the first Saturn car will be produced in the summer of 1990 and General Motors Chairman Roger B. Smith will drive it off the assembly line, as Smith has promised from the start of the Saturn program.

However, the bulk of cars in the first phase will be produced in 1991 because of a slow, controlled start-up.

"That's also the way you bring your dealers on so that you don't have dealers with facilities in place and no cars," LeFauve said.

While selection of dealer locations will be aimed at fighting imports, one of the exceptions will be Maury County, Tenn., where the Saturn plant is located. There definitely will be a Saturn dealer there, LeFauve said.

LeFauve said the initial annual production will be enough to support a dealer network. A second wave of dealers will be added when production reaches the 500,000 mark.

LeFauve said a group of GM dealers has been asked to assist in the design of Saturn's franchise system. The dealers are helping to decide how Saturn dealers will be chosen and whether the Saturn franchise will require a separate dealer showroom.

Audi acceleration woes continue

By Edward Lapham and Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTERS

The anticipated report on alleged unintended acceleration problems of the Audi 5000 was scheduled to air yesterday on the CBS-TV program "60 Minutes."

The report has been in preparation for several months.

Audi has said it can find no mechanical problems with the cars but has issued a recall to install shift-lock devices for them.

CBS officials last week notified Audi that the segment was scheduled to air and, in keeping with network policy, asked Audi if it wanted to pull a 30-second spot scheduled for that telecast.

An executive of Audi's advertising agency said Audi removed its ad from the show but not from the network. "We're negotiating to run the spot in the second Thanksgiving Day football game," he said.

Also last week, the Center for Auto Safety asked Transportation Secretary Elizabeth H. Dole to declare Audi's shift-lock repair a failure and to order the company to repurchase 227,000 Audi 5000s with automatic transmissions.

The shift lock prevents the driver from getting out of "park" without depressing the brake pedal. On July 28, Audi announced a recall of all 1978-86 Audi 5000s to install that lock and said it would be installed on all new Audi 5000s.

The consumer group cited three instances of unexpected acceleration during the last three weeks in Audi 5000s with the devices.

On March 19, the Center for Auto Safety and the New York attorney general petitioned NHTSA to recall Audi 5000s. The center claims the toll has now reached 750 accidents, 250 injuries and 6 deaths — one accident for every 300 Audi 5000 cars.

Ironically, the wife of a DDB Needham Worldwide finance department employee was involved in a unintended-acceleration accident last week in Greenwich, Conn. She suffered a broken leg.

The car was equipped with an automatic transmission but did not have the interlock device.

Makers may get second NHTSA crash

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — NHTSA plans to give automakers a second chance to prove how crashworthy their products are.

NHTSA has proposed that any vehicle it has already tested for occupant protection can be re-crashed under the agency's New Car Assessment Program, if the manufacturer has made production changes to improve safety.

Those crashes by NHTSA would be done at manufacturer expense.

Interested parties have 45 days to file comments on the proposal.

NCAP crashes are done at 35 mph into a brick wall and produce forces about one-third more severe than those done at 30 mph to test compliance with NHTSA safety standards.

Recent 35-mph tests by NHTSA have resulted in several production changes by manufacturers: Honda shortened its seat belts and is believed to have made changes in its steering-column system. Volvo also made changes to its belt system. Ford changed the belt retractor on the Tempo and did away with the plastic clip on the B pillar.

The new NHTSA proposal refers only to production changes made after NHTSA crash results have been announced.

In the Federal Register notice, NHTSA noted that when manufacturers have made "small but significant" production changes to improve performance in the NCAP crashes, re-crashing has shown improvement.

NHTSA, however, has a limited amount of money for re-crashing and consumers do not always learn of better results.

Under the proposal, results from the NCAP crashes would be published by NHTSA in government press releases, but labeled as optional test program data. The Reagan administration has continued this consumer information program although it is considered experimental.

NHTSA is proposing that manufacturer data be released simultaneously with government data, but identified separately to show production changes which have been made.

The companies would have to provide technical data to NHTSA (confidentially, if requested and justified) and allow a government representative to be present at the retest. To avoid any question of pre-selecting a vehicle, the government would buy the vehicle at random from a dealer — just as it always has done.

NHTSA would not publish the data unless production changes had been made, but once assured of the validity of the retest, it would publish the automaker's results whether they are better or worse than the government's.

Benefits, according to NHTSA, are "timely and up-to-date crashworthiness data provided to consumers, fairness to manufacturers which have made vehicle safety improvements by replacing outdated data and minimum expense to the taxpayers."

NHTSA conducts crashes to enable consumers to make a rough comparison, by weight class, among various makes and models.

INDEX

Auction reports	25-27
Automotive world news	21-24
Classifieds	28-36
Coming events	19
Engineering	12
Legal	13
News briefs	8
Opinion	10
Personnel	17
Production	38
Sales, truck	14
Truck industry	14, 16

61st year—No. 5155

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Chrysler challenges EPA order to recall 93,000 cars

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Chrysler is protesting EPA's recall order on 1981 Omni and Horizon models equipped with 1.7-liter engines and manual transmissions. About 93,000 cars are affected.

Chrysler has requested a public hearing through a letter from its Washington law firm, Hogan and Hartson, to the EPA. The letter indicates that Chrysler is willing to go to court, if necessary.

Although the Omni and Horizon models are approaching the end of their 5/50 emissions warranty, EPA could still force a recall if it sticks to its guns and prevails in what could be a court battle.

The EPA's testing of the Chrysler cars was part of the Clean Air Act, in which the agency randomly tests to see if cars are meeting 50,000-mile/five-year emissions standards.

In September 1986, EPA said the cars had an emissions level of 1.4 grams per mile, exceeding the nitrogen oxide standard of 1.0 gpm.

In fact, EPA said, retesting showed not only a 75 percent failure rate for NOx, but a 50 percent failure rate for hydrocarbons as well.

EPA suggested that Chrysler deal with its HC emissions problem (mean emissions were 0.42 gpm compared with the standard of 0.41 gpm) as long as the company was working on a remedy for NOx.

In September, Chrysler protested that the humidity at the test site may have affected NOx emissions adversely. In its proposed recall order to Chrysler, EPA noted that the federal test procedure has no humidity specification, but had a correction factor been used, its "finding would remain the same as the NOx mean and it would be 1.3 gpm with an 88 percent failure rate."

Chrysler said EPA failed to account for ambient humidity at the Virginia Testing Laboratory where it did confirmatory tests. Had EPA done so, Chrysler said, 90 percent of those tests would have been voided, leaving no basis for the recall.

Besides, said Chrysler, EPA failed to check the Virginia retests against tests made in San Antonio, Texas; Vancouver, Wash.; and East Liberty, Ohio, where the mean test results were "well below" the NOx standard. Chrysler also said some of the "worst-case" cars tested at those three sites had better results than vehicles tested in the so-called properly maintained cars tested in the Virginia lab.

Correction

DETROIT — The 1987 Pontiac Bonneville is a front-wheel-drive car. It was identified as rear-wheel drive on Page 29 of the Nov. 17 issue of Automotive News.

TRUCK INDUSTRY

10-month sales set record despite October dip

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Truck dealers retailed a record 4,090,068 vehicles through the first 10 months of calendar 1986, up 3.9 percent from the comparable 1985 period.

They retailed 364,125 trucks in October, off 4.1 percent from last year, according to figures compiled by Automotive News and the Motor Vehicle Manufacturers Association.

The accompanying chart, which details sales by segment and manufacturer, will be published by Automotive News every month.

Sales results for medium and heavy truck manufacturers indicate a rebound in those segments during October.

Freightliner, Mack, Navistar, Volvo and Peterbilt were among companies showing an upturn in October sales, after being down on a year-to-date basis for most of the year.

Ford, GMC, Kenworth, Mercedes-Benz and Chevrolet medium and heavy sales, however, continued to lag behind a year ago in October.

Freightliner's Class 8 sales of 1,742 were up 21.4 percent in October. With another strong month in November, the company could pull ahead of a year ago.

Mack was also up a strong 12.2 percent in the month on sales of 2,035 medium and heavy trucks. Mack, down 25.3 percent for the first 10 months of the year, has virtually no chance to match its 1985 performance for the full year.

Navistar's sales of 8,329 were up 3.6 percent in the month, giving it a slight 0.5 percent lead over last year in 10-month sales.

Peterbilt was up 6.8 percent in October, and trails last year by 16.6 percent for the 10-month period.

Volvo White sales of 1,261 were up 11.8 percent in October and, with a strong finish in November and December, the company could top its full-year 1985 performance.

Generally, new-to-market importers Hino and Nissan Diesel are gaining slowly but steadily in the middle Class 5, 6 and 7 segments.

Both are making their strongest marks in Class 7 where they've tallied a total of 803 sales between them thus far this year.

October Truck Sales by manufacturer and segment

		16,000 & LESS GVW CLASS 1-4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1986	TOTAL 1985
CHRYSLER	MO	48,466					48,466	48,247
	YR	478,607					478,607	523,360
JEEP	MO	20,630					20,630	18,903
	YR	168,092					168,092	137,912
TOYOTA	MO	26,521					26,521	25,531
	YR	319,027					319,027	270,536
NISSAN	MO	11,644					11,644	14,867
	YR	187,751					187,751	226,302
MAZDA	MO	12,863					12,863	11,317
	YR	131,301					131,301	96,649
ISUZU	MO	6,364					6,364	6,170
	YR	71,714					71,714	64,608
MITSUBISHI	MO	2,794					2,794	2,824
	YR	26,680					26,680	21,811
SUZUKI	MO	4,483					4,483	0
	YR	36,729					36,729	0
FORD	MO	97,540		871	2,376	941	101,728	106,835
	YR	1,124,281		9,871	25,677	10,438	1,170,267	1,065,940
FREIGHTLINER	MO					1,742	1,742	1,435
	YR					14,391	14,391	14,808
CHEVROLET	MO	87,178	27	629	858	35	88,727	101,855
	YR	1,062,418	266	6,564	8,210	464	1,077,922	1,096,835
GMC	MO	22,189	400	256	732	401	23,978	28,185
	YR	262,177	4,209	6,084	17,157	6,224	295,851	298,902
KENWORTH	MO					959	959	1,059
	YR					8,465	8,465	9,372
MACK	MO			309	297	1,429	2,035	1,813
	YR			2,082	2,119	13,919	18,120	24,252
MERCEDES	MO			168	166		334	357
	YR			1,746	1,411		3,157	3,445
NAVISTAR	MO			1,194	3,607	3,528	8,329	8,038
	YR			10,659	28,095	22,586	61,340	61,060
PETERBILT	MO					943	943	883
	YR					8,172	8,172	9,803
VOLVO	MO				155	1,106	1,261	1,128
	YR				1,169	9,213	10,382	10,638
HINO	MO			25	67		92	0
	YR			247	500		747	0
NISSAN DIESEL	MO		79	18	55		152	0
	YR		119	40	303		462	0
OTHER DOMESTICS	MO					80	80	96
	YR			16		875	891	847
GRAND TOTAL	MO	340,672	506	3,470	8,313	11,164	364,125	379,543
	YR	3,868,777	4,594	37,309	84,641	94,747	4,090,068	3,937,080
1985 YR to DATE		3,927,568	4,843	40,122	81,050	111,730		

Class 1-4 sales data reported by individual manufacturers; Class 5-8 data reported by Motor Vehicle Manufacturers Association.

New 6-cylinder diesel line will replace Navistar V-8; Metro II package van due

By Arthur Flax
AUTOMOTIVE NEWS STAFF REPORTER

Navistar International Corp. introduced an engine line and a package van at the American Trucking Association's convention.

The DT-360 diesel engine will replace the company's naturally aspirated 9-liter (360-cid) diesel V-8 by 1988. The 9-liter received a major update in 1979, but the basic engine family dates back to the 1960s.

The DT-360 is an inline six-cylinder turbocharged diesel engine based on the larger DT-466 engine, which was introduced in 1975.

The new engine was designed for the medium-duty market up to 50,000 pounds GVW. The 466-cid DT-466 is designed for applications to 70,000 pounds GVW.

The DT-360 will be available in 165- to 180-horsepower versions. The intercooled versions carry a DTA designation and are rated at 180 hp for 49-state models, 175 hp in California. Versions of the DT-466 range from 165 to 240 hp.

"The 9-liter engine could not qualify for the 1988 emissions standards," said George D. Aravosis, vice president for marketing, sales and planning in Navistar's Engine and Foundry Division.

"In order to meet the hydrocarbon and nitrous oxides requirements, we would have to turbocharge. Once you turbocharge the 9-liter and strengthen the bottom end, you wind up with a more costly engine than the market will bear."

He added, "We had the capability to build a six-cylinder, turbocharged, intercooled 360-type engine more cost effectively."

The DT-360 will be offered at a price equal to that of the current 9-liter. The engine will be standard on International model 1754 S-series medium trucks and model 1853 school buses, now powered by the 9-liter.

Limited DT-360 production will begin in January with full-scale production starting in March.

The new engine features a open-chamber design with direct fuel injection.

Navistar said the DT-360 shares 60 percent of its service parts and all of its accessories with the DT-466.

The new engine is five inches shorter and some 200 pounds lighter than the DT-466.

The new DT-360 will carry a two-year, unlimited mileage warranty that includes 100 percent parts and labor coverage.

The warranty is identical to the coverage on the 9.0-liter diesel.

The DT-360 will be built on a production line next to the DT-466 at Navistar's Melrose Park, Ill., engine plant.

The International Metro II package van, to be available in January 1987, was designed for the growing overnight package delivery market. The new van is available in six body lengths from 14 to 24 feet. Two models, the Metro II 1400 at 14,480 pounds GVW, and the Metro II 1600 at 20,500 pounds GVW, will be offered. Optional GVW ratings range to 27,500 pounds.

International estimates 800 to 1,000 sales the first year, with sales increasing in following years.

"The recent increase in overnight package deliveries, along with the traditional multi-stop product delivery services, have increased the need for a larger, truck-quality, multi-stop vehicle," said Robert M. Shaughnessy, senior vice president for marketing and sales. "The International Metro II walk-in vans have been designed to meet this demand."

Both Metro II models will be powered by the International 6.9-liter V-8 diesel engine, rated at 130 hp in the 1400 and 155 hp in the 1600.

The Metro II is built on an International S-series truck chassis and features body sidewalls of fiberglass reinforced plywood. Four-wheel disc brakes are standard.

Vans of this type commonly use aluminum sidewalls which, Navistar said, are susceptible to scratches and gouging.

Shaughnessy admitted aluminum walls are lighter, but he said vans of that type usually carry goods that fill the unit before reaching the maximum weight capacity of the truck. He also said aluminum-bodied trucks often have plywood scuff guards that increase the truck weight.

Navistar previously produced a multi-stop Metro model from 1938 to 1972.

Shaughnessy said, "The market is now shifting back from the lightweight automotive type chassis to the more durable truck type vehicles that can handle heavier loads while delivering outstanding fuel economy."

The Metro II will carry a 12-month warranty with complete reimbursement of parts and labor. Also, certain major components will be covered for 24 months at 50 percent reimbursement for parts and labor. The van body structure will carry a five-year or 50,000-mile warranty.

West Germany's still tops in sales

By Richard Johnson

The West German auto industry — Europe's largest and healthiest — continued to pace other Western European nations in new-car sales through the third quarter of this year.

The Spanish market picked up momentum during the third quarter to move past the Netherlands into fifth place, behind West Germany, the United Kingdom, Italy and France.

The West German car market was 16.1 percent ahead of 1986 through the first nine months, according to industry estimates compiled by *Automotive News*. The gain was nearly double the European-wide 8.3 percent average growth through September.

New car sales in West Germany stood at 2,111,000 for the first nine months of 1987, against 1,818,000 over the same period last year. West Germany recorded sales of 2,379,000 for all of 1985 — less than 1 percent lower than 1984 volume.

Japanese producers, which face restrictions in Europe's other large markets (United Kingdom, France, Italy, Spain) continue to take advantage of West Germany's free market. They had a combined 12-percent share and increased sales 20.6 percent through September.

West German leader Volkswagen AG held 28.1 percent of its home market with VW, Audi and Seat brands. VW group sales were up 14.8 percent for the year.

Among Europe's other key markets, the United Kingdom was next best through the third quarter. Sales of 1,542,000 units were up 2.6 percent for the year.

The Italian market, with total volume of 1,413,000, was up 3.9 percent over its 1985 pace through the third quarter.

The French market also ran ahead of 1985. Sales totaled 1,361,000 through September, 5.6 percent better than the same period last year. ■

NEW CAR SALES IN EUROPE

Country	9 mos., 1986	% Gain/Loss
West Germany	2,111,000	+16.1
United Kingdom	1,542,000	+2.6
Italy	1,413,000	+3.9
France	1,361,000	+5.6
Spain	474,000	+15.8
Netherlands	471,000	+14.8
Belgium-Luxembourg	344,000	+10.8
Switzerland	244,000	+15.6
Austria	208,000	+2.7
Sweden	190,000	−2.9
Denmark	145,000	+19.0
Norway	132,000	+14.9
Finland	115,000	+5.6
Portugal	77,000	+14.7
Ireland	51,000	−2.0
Greece	44,000	−27.5
TOTAL	8,922,000	+8.3

OVERSEAS PRODUCTION

UNITED KINGDOM

Cars

	7 mos. 1986	7 mos. 1985
Carbodies	1,239	958
Ford	190,102	194,589
Jaguar	24,267	22,255
Lotus	405	531
Panther	168	76
Reliant	189	565
Rolls-Royce	1,486	1,376
Rover Group	244,437	286,455
Austin Rover	236,256	278,588
Range Rover	8,181	7,867
TVR	319	259
Vauxhall	95,123	94,210
Others	347	360
Total	594,084	639,590

Vans, trucks, buses

Bedford	31,995	36,888
ERF	1,061	1,280
Foden	327	281
Ford	54,441	69,743
Dennis-SV	196	494
Dennis Eagle	187	0
Hestair-Duple	4	0
Iveco-Ford	1,202	0
Metro-Cammell Weymann	148	264
Reliant	16	44
Renault TI	2,568	3,155
Rover Group	42,516	54,245
Austin Rover	11,672	15,162
Freight Rover	10,582	11,685
Land Rover	13,087	18,189
Leyland	7,175	9,209
Seddon Atkinson	945	1,023
Others	111	116
Total	135,717	167,533
Total Vehicles	729,801	807,123

FRANCE

Cars

	8 mos. 1986	8 mos. 1985
Peugeot SA	937,323	797,060
Citroen	336,218	294,812
Peugeot	601,105	481,745
Renault	814,325	869,182
Total	1,751,648	1,666,242

Vans, trucks and buses

CBM	35	34
Heuliez	111	0
Iveco-Unic	55	62
Peugeot SA	99,822	104,276
Citroen	47,451	47,735
Peugeot	52,371	56,541
Renault	151,722	143,063
Sovam	43	63
Total	251,577	247,498
Total vehicles	2,024,199	1,913,740

JAPAN

Cars

	7 mos. 1986	7 mos. 1985
Daihatsu	93,690	97,882
Fuji	172,587	143,558
Honda	613,118	546,541
Isuzu	128,548	113,124
Mazda	488,669	455,999
Mitsubishi	352,282	322,415
Nissan	1,094,955	1,115,851
Suzuki	162,856	130,234
Toyota	1,603,557	1,532,187
Total	4,708,262	4,457,791

Vans, trucks, buses

Daihatsu	263,202	250,885
Fuji	197,947	180,683
Hino	34,994	38,153
Honda	130,172	94,608
Isuzu	203,935	211,966
Mazda	240,364	219,186
Mitsubishi	349,001	340,283
Nissan	299,886	409,602
Nissan Diesel	19,606	22,211
Suzuki	240,364	314,257
Toyota	596,438	675,824
Total	2,879,573	2,768,027
Total Vehicles	7,387,835	7,225,818

OVERSEAS REGISTRATIONS

WEST GERMANY

Cars

	8 mos. 1986	8 mos. 1985
Alfa Romeo	5,071	5,760
Alpina	143	0
AMC	379	0
Austin Rover	8,852	4,893
BMW	101,360	102,132
Bertone	290	330
Daihatsu	8,174	5,551
Fiat Auto	86,024	73,258
Ford	199,627	166,688
GM-Opel	288,042	257,226
Honda	33,693	26,829
Isuzu	3,770	2,369
Jaguar	1,293	1,664
Lada	6,949	5,686
Matra	1,817	1,963
Mazda	57,815	45,160
Motor Iberica	199	0
Nissan	54,597	45,074
Peugeot SA	92,707	65,905
Citroen	32,461	25,692
Peugeot/Talbot	60,246	40,213
Porsche	7,996	8,391
Renault	62,062	56,220
Saab	3,258	2,252
Skoda	2,302	1,584
Subaru	9,843	6,992
Suzuki	15,126	12,388
Toyota	60,376	41,563
VW Group	531,246	463,487
Audi	99,632	93,347
Seat	3,332	2,953
Volkswagen	428,282	367,187
Volvo	11,667	9,608
Others	954	3,489
Total	1,898,597	1,632,189

JAPAN

Cars

	7 mos. 1986	7 mos. 1985
Daihatsu	58,514	61,518
Fuji	46,485	48,731
Honda	180,974	169,868
Isuzu	36,020	25,647
Mazda	116,606	112,919
Mitsubishi	92,024	105,650
Nissan	483,576	491,308
Suzuki	39,511	43,738
Toyota	850,335	804,742
Imports (all)	38,279	28,966
Total	1,942,324	1,894,087

Vans, trucks, buses

Daihatsu	235,154	205,755
Fuji	141,511	137,286
Hino	23,964	23,556
Honda	120,390	76,443
Isuzu	68,315	72,326
Mazda	97,899	92,677
Mitsubishi	213,692	214,035
Nissan	155,674	167,520
Nissan Diesel	12,875	12,350
Suzuki	249,715	240,214
Toyota	223,275	215,250
Imports (all)	103	98
Total	1,543,100	1,457,510
Total Vehicles	3,485,424	3,351,597

UNITED KINGDOM

Cars

	9 mos. 1986	9 mos. 1985
Alfa Romeo	1,967	2,529
BMW	30,239	27,804
Daihatsu	4,539	3,582
Fiat Auto	51,837	46,652
Ford	419,264	394,659
FSO	3,826	4,969
GM-Vauxhall	233,554	250,233
Honda	16,853	15,130
Hyundai	6,075	4,099
Jaguar	5,738	6,733
Lada	16,324	11,610
Lotus	360	466
Mazda	15,070	13,205
Mercedes-Benz	16,425	15,224
Mitsubishi	9,699	9,370
Nissan	85,689	83,144
Panther	48	50
Peugeot SA	98,555	83,804
Citroen	27,273	22,004
Peugeot/Talbot	71,282	61,800
Reliant	253	532
Renault	58,210	59,588
Rolls-Royce	684	578
Rover Group	250,158	273,875
Austin Rover	246,701	271,345
Range Rover	3,457	2,529
Saab	8,344	6,731
Skoda	9,921	9,040
Subaru	2,920	2,522
Suzuki	3,574	3,165
Toyota	30,693	28,342
VW-Audi-Seat	96,015	88,754
Volvo	54,183	47,242
Others	3,941	3,489
Total	1,541,883	1,502,551

SWEDEN

Cars

	9 mos. 1986	9 mos. 1985
Alfa Romeo	896	844
BMW	3,508	3,275
Daihatsu	1,147	1,024
Fiat Auto	4,988	5,662
Ford	21,812	22,287
GM-Opel	18,120	21,369
Honda	3,006	2,778
Jaguar	28	18
Lada	1,316	1,162
Mazda	9,254	8,665
Mercedes-Benz	5,510	7,455
Mitsubishi	1,769	1,894
Nissan	10,749	6,343
Peugeot SA	5,224	5,340
Citroen	2,199	2,288
Peugeot/Talbot	3,025	3,052
Porsche	400	375
Renault	2,477	1,928
Saab	20,075	19,924
Skoda	130	275
Subaru	1,039	1,112
Suzuki	755	440
Toyota	11,904	8,191
VW Group	22,796	24,098
Volkswagen	14,939	15,430
Audi	7,857	8,668
Volvo	43,236	51,462
Others	57	36
Total	190,199	195,947

ITALY

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	68,225	64,828
Austin Rover	14,650	11,605
BMW	11,540	12,481
Fiat Auto	563,716	522,141
Fiat	467,704	429,718
Lancia/Autobianchi	96,012	92,423
Ford	40,100	41,002
GM-Opel	32,824	29,630
Innocenti	7,303	8,637
Mercedes-Benz	10,982	11,155
Peugeot SA	74,347	69,669
Citroen	37,817	38,442
Peugeot/Talbot	36,530	31,227
Renault	84,865	104,425
VW Group	104,506	97,568
Volkswagen	72,225	67,526
Audi	7,670	10,305
Seat	24,611	19,737
Volvo	9,756	10,514
Others	13,118	10,734
Total	1,035,932	994,389

SOUTH AFRICA

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	0	1,520
Austin Rover	10	18
BMW	6,534	6,287
Daihatsu	0	1,765
Ford	8,791	10,003
GM-Opel	6,106	8,640
Honda	4,195	5,534
Jaguar	13	52
Lancia	19	20
Mazda	7,485	5,534
Mercedes-Benz	4,107	5,125
Mitsubishi	882	1,397
Nissan	6,934	7,041
Peugeot SA	337	1,300
Renault	2,387	4,911
Toyota	22,946	23,431
VW Group	14,797	14,177
Total	85,543	98,658

NORWAY

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	125	99
BMW	2,925	2,032
Daihatsu	1,157	634
Fiat Auto	3,389	3,012
Fiat	3,148	2,985
Lancia	241	27
Ford	14,818	10,798
GM-Opel	12,771	10,423
Honda	2,983	2,033
Isuzu	57	67
Jaguar	28	18
Lada	1,438	1,189
Mazda	8,441	6,271
Mercedes-Benz	2,304	1,255
Mitsubishi	3,884	2,687
Nissan	6,347	4,487
Peugeot SA	5,339	4,007
Citroen	1,826	1,358
Peugeot/Talbot	3,513	2,649
Porsche	21	0
Renault	708	487
Saab	1,874	1,320
Skoda	205	311
Subaru	1,934	1,051
Suzuki	489	124
Toyota	12,042	8,010
VW Group	9,833	9,161
Volkswagen	7,186	7,341
Audi	2,647	1,820
Seat	24,611	19,737
Volvo	8,489	5,910
Others	45	28
Total	101,646	75,414

AUCTION ACTION

Florida auction builds new headquarters

WEST PALM BEACH, Fla. — Ground has been broken on an 18-acre site for a $1 million headquarters facility for West Palm Beach Auto Auction. The 19,000-square-foot building is scheduled to be completed in January.

Company officials expect the new facility to increase the auction's volume from 1,200 cars per week to 1,800. West Palm Beach Auto Auction is a subsidiary of Anglo American Auto Auctions Inc.

Expansion in Chicago

CHICAGO — Greater Chicago Auto Auction has broken ground for a six-lane, 26-acre facility.

The property is across the street from the company's present five-lane, 22-acre location, which will eventually house Auction Way Sales, a sister auction. Both facilities will hold dealer auctions every Thursday. The combined sites will be able to handle more than 3,000 vehicles a week.

Greater Chicago Auto Auction and Auction Way recently were purchased by General Electric Credit Auto Auctions.

Move for Southwest

PHOENIX, Ariz. — Southwest Auto Auction of Phoenix, part of the Cox Communication group, plans to move its auction site to Chandler, Ariz. Operations at the new location will begin in September 1987.

Kruse slates auction

SCOTTSDALE, Ariz. — The 16th annual Kruse Collector Car Auction and Show is slated for Jan. 9-11 at the Scottsdale Activity Center. More than 500 classic and collector cars are expected for the three-day event.

Mendenhall graduation

HIGH POINT, N.C. — Forty-four students graduated recently from the Mendenhall School of Auctioneering here. They were from 14 states.

Correction

Automotive News last week incorrectly identified one of the persons who pleaded guilty to federal charges involving odometer rollbacks (U.S. Charges Three in Odometer Scheme; More to be Named). The reconditioner was in fact not an employee of Manheim Auto Auction but an independent reconditioner based in Manheim, Pa.

Automotive News apologizes for any damage to Manheim's reputation caused by the error.

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AUCTION DATES

American Motors

Nov. 25 — High Point Auto Auction, High Point, N.C.

Nov. 26 — Columbus Fair Auto Auction, Columbus, Ohio, and Kansas City Auto Auction, Kansas City, Mo.

Chrysler Corp.

Nov. 25 — Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit; and Dallas Auto Auction (special sale), Dallas

Nov. 26 — Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

Ford Motor Co.

Nov. 25 — Harrisonburg Auto Auction, Harrisonburg, Va.

Nov. 26 — Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

General Motors

Dec. 3 — Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.; Hatfield Auto Auction, Hatfield, Pa.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Used Car Sales

Auction Averages

November to date	$5,175
Month ago	$5,193
Year ago	$4,684

Model Breakdown

Auction Averages

	NOV 1986	OCT 1986	SEP 1986
1986	$11,368	$11,574	$11,846
1985	$8,313	$8,414	$8,472
1984	$6,188	$6,215	$6,221
1983	$5,420	$5,442	$5,459
1982	$4,195	$4,216	$4,261
1981	$3,248	$3,277	$3,333
1980	$2,395	$2,424	$2,463
1979	$2,074	$2,086	$2,109
Overall Average	$5,175	$5,196	$5,206

U.S. IMPORT SALES

	Oct. 1986	Oct. 1985	10 Mos., 1986	10 Mos., 1985
ACURA	7,146	0	36,437	0
Integra	3,275	0	19,472	0
Legend	3,871	0	16,965	0
ALFA ROMEO	865	365	6,755	4,001
AUDI	5,800	6,255	52,413	61,607
4000S	835	1,505	10,780	14,907
4000CS Quattro	411	450	3,352	3,850
5000S	3,343	3,521	27,715	33,159
5000CS Turbo	721	414	5,546	6,565
5000CS Turbo Quattro	252	43	2,543	43
Quattro Coupe	0	6	1	71
Coupe GT	238	316	2,475	3,012
BMW	8,275	7,507	79,252	73,801
318i	9	2,023	893	21,613
524 TD	58	311	1,716	1,343
325	5,510	2,236	50,211	24,383
528e	1,444	805	12,166	9,374
535i	312	495	6,335	5,863
635CSI	512	399	2,320	3,142
735/L-7	430	1,238	5,611	8,083
CHEVROLET	11,278	11,192	140,212	63,850
Spectrum	8,127	5,891	85,698	43,438
Sprint	3,151	5,301	54,514	20,412
CHRYSLER/MITSUBISHI	9,658	12,712	112,676	79,499
Colt	6,467	9,682	79,836	56,751
Conquest	224	448	4,296	4,403
Vista	2,967	2,582	28,544	18,345
HONDA	34,311	42,559	327,646	327,982
Civic/CRX	15,046	19,918	176,366	167,015
Accord	12,365	15,384	87,869	96,669
Prelude	6,900	7,257	63,411	64,297
HYUNDAI	17,578	0	130,545	0
ISUZU	4,324	2,443	28,988	23,122
I-Mark	3,294	1,433	18,496	10,344
Impulse	1,030	1,010	10,492	12,778
JAGUAR	2,490	2,619	19,878	15,884
XJ6	2,024	2,204	16,079	13,048
XJS	466	415	3,799	2,836
MASERATI	60	94	1,059	1,218
MAZDA	17,472	20,254	176,283	162,823
323	8,191	8,095	58,577	46,475
626	6,408	9,180	72,355	72,592
RX-7	4,873	2,979	45,351	43,756
MERCEDES BENZ	10,235	4,467	77,232	69,473
190	1,763	1,167	17,077	21,634
260E	120	0	120	0
300	3,012	1,345	22,001	24,463
300SDL Turbo	1,192	0	5,375	0
380	0	1,040	0	15,699
420SEL	1,481	0	12,817	0
500	0	915	0	7,677
560SEL	1,209	0	8,126	0
560SL	1,274	0	9,854	0
560SEC	184	0	1,862	0
MERKUR	1,048	887	12,967	7,271
MITSUBISHI	3,686	4,946	39,694	42,115
Starion	484	233	4,635	4,207
Cordia	358	732	4,155	7,290
Tredia	559	1,189	7,925	9,111
Mirage	1,379	1,299	11,444	11,081
Galant	906	1,493	11,535	10,426
NISSAN	38,578	44,679	422,621	452,412
Sentra	12,326	13,804	142,597	156,830
Pulsar	2,597	4,756	38,742	41,723
Stanza	6,026	6,694	56,652	53,004
Maxima	9,105	9,095	96,189	81,482
200SX	4,334	4,775	39,419	56,487
300ZX	3,901	5,006	45,364	56,881
Hawaii	289	549	3,658	6,005
PEUGEOT	1,554	1,437	11,707	13,990
PORSCHE	2,114	2,407	24,756	20,280
924S	413	0	2,406	0
944	547	1,260	8,074	13,071
944S	92	0	92	0
944 Turbo	282	377	5,699	468
911 Coupe	306	369	3,512	3,630
911 Turbo	77	68	1,135	76
911 Cabriolet	158	78	1,703	974
928S	239	255	2,135	2,061
RENAULT	226	650	3,666	6,324
18i	226	170	2,274	2,064
Fuego	0	480	1,392	4,260
SAAB	3,949	3,016	40,720	32,393
900	1,069	811	12,281	9,218
900S	1,304	816	12,679	9,545
900 Turbo	735	1,348	7,122	12,680
9000 Turbo	763	0	7,913	0
Tourist	78	41	725	950
SUBARU	15,356	16,112	155,654	146,403
Hatchback	941	1,395	14,156	12,952
3 Door	1,286	0	9,947	0
4-Door Sedan	3,805	4,711	43,293	47,772
XT	1,969	1,452	20,739	11,136
Station Wagon	6,883	8,206	64,132	70,957
Brat	472	348	3,487	3,586
TOYOTA	53,536	60,554	502,060	517,115
Corolla	12,410	15,791	121,038	142,849
Tercel	7,231	7,623	59,047	77,838
Celica	8,189	9,964	87,840	62,131
Supra	3,555	1,228	26,688	21,306
Camry	13,553	13,600	118,985	104,272
Cressida	3,430	4,458	34,191	38,756
Land Cruiser	384	665	3,393	3,239
Van	1,919	2,317	17,019	28,742
4Runner SR 5	466	547	4,707	4,496
MR2	1,822	3,227	24,178	27,027
Hawaii	577	1,134	4,974	6,459
Other	0	0	0	0
VOLKSWAGEN	9,969	11,758	122,765	119,702
Cabriolet	985	778	12,152	10,974
Jetta	6,087	7,455	81,226	68,892
Vanagon	1,044	1,134	10,474	15,367
Quantum	1,063	1,462	9,604	12,122
Scirocco	790	929	9,309	12,347
VOLVO	8,915	8,453	103,254	92,146
240 Series	3,895	4,372	49,779	46,638
740 Series	3,979	3,015	43,333	32,856
760 Series	891	933	9,208	10,999
Tourist	150	133	934	1,653
YUGO	4,129	899	27,636	1,277
IMPORT TOTAL	272,552	266,265	2,656,876	2,334,688